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LOCKSMITH LEDGER

August 2020

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Know Your Distributor 2020:

Looking for a locksmith distributor in your area that sells electronic access control and has overnight shipping and online support? Download the Know Your Distributors 2020 guide in PDF format at www.locksmithledger.com/21128510.

Top Products:

See which new-product announcements garnered the most views from our online readers during 2019, as determined by Google Analytics, at www.locksmithledger.com/21113029. A hint: Key machines ranked first, third and fourth in our listing, not surprising considering they represent a large-ticket item, and locksmiths do their research before they buy.

Calendar of Events:

Looking for a security industry event to attend? Our Calendar of Events lists all the major conventions, plus lots of distributor-sponsored shows that have extensive educational opportunities coming up in 2020, including cancellations and date changes because of COVID-19. View them at www.locksmithledger.com/events.

Online Buyers Guide Updated Daily:

Need to know whom to contact in more than 200 specific product categories? You also can use our comprehensive Online Buyers Guide to connect with manufacturers and distributors that serve every niche of the security market. Search for individual products by company or product type. Visit www.locksmithledger.com/directory.

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You Are There

Locksmith businesses, deemed essential during the pandemic, adapt to a new normal.

A once-popular TV show was called “You Are There.” Topics featured either historical events, such as the Hindenburg zeppelin landing disaster, or world wonders, such as a visit to the Royal Gorge bridge in Colorado. Walter Cronkite was the moderator.

We all have been there for the pandemic of 2020. There’s no need to watch a TV program to explain what each of us has experienced. Security was considered to be an essential business, allowing locksmiths to remain open. Because the public was told to remain sequestered, normal locksmith business was relegated to almost a full stop during March and April.

Internet sites have taken on added importance as webinars became a communication tool of choice. Locksmiths interviewed on webinars during March and April described how their daily business calls had declined dramatically. Locksmith companies that had employees mentioned that they continued to pay employees even though no work was available.

This editorial was written near the end of June. There still are industries, such as restaurants, bars and sports facilities, that haven’t reopened. Business districts in some sections of large cities have been damaged during the recent unrest. The latest unemployment figure stands at 11 percent of the workforce.

However, most of the locksmiths who contacted Locksmith Ledger indicate that they’re closer now to business as usual. Security continues to be an important issue for the public. COVID-19 has added yet another security requirement. As concerns about the spread of the virus continue, the public is asking for touchless hardware products. Electronic sensors, automatic door operators and security systems opened via smartphones all indicate a new sales resurgence in vertical markets for locksmiths.

Changes in business direction won’t occur instantly. Indications are that the rest of 2020 will be a period of slow change, and 2021 finally will be back to the new business normal. During the coming months, Locksmith Ledger will interview security product manufacturers and locksmith business owners. We’ll ask for opinions about how their businesses survived during 2020 and what plans they have to meet new challenges in 2021.

Locksmith Ledger invites any and all security product manufacturers and independent locksmiths to participate. Kindly send contact information to gjohnson@locksmithledger.com. ■■

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920-563-6388 • 800-547-7377

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EDITORIAL

Editorial Director Steve Lasky
847-454-2719
slasky@endeavorb2b.com

Editor-in-Chief Gale Johnson
847-454-2703
gjohnson@endeavorb2b.com

Senior Editor Will Christensen
847-496-3815
wchristensen@endeavorb2b.com

Managing Editor Emily Pike
epike@endeavorb2b.com

Contributing Editors

Tim O’Leary • Allan Colombo • Cameron Sharpe • Steve Young

SALES

Group Publisher Nancy Levenson-Brokamp
847-454-2702
nbrokamp@endeavorb2b.com

Sales Representative Brian Lowy, 847-454-2724
brlowy@endeavorb2b.com

Sales Representative & Classifieds & Marketplace Kristy Dziukala, 920-568-8324
kdziukala@endeavorb2b.com

Art Director Kayla Burger
kburger@endeavorb2b.com

Production Manager Jane Pothlanski
jpothlanski@endeavorb2b.com

Audience Development Manager Courtney Wethal
cwethal@endeavorb2b.com

LIST RENTALS

Account Executive InfoGroup, Michael Costantino
Michael.Costantino@infogroup.com
402.836.6266

InfoGroup, Kevin Collopy
Kevin.Collopy@infogroup.com
402.836.6265

ENDEAVOR BUSINESS MEDIA, LLC

CEO Chris Ferrell
CRO Scott Bieda
COO Patrick Raines
CMO June Griffin
VP, Accounting Angela Mitchell
VP, Finance Jessica Klug
EVP, Group Publisher - Technology Lester Craft
VP, Digital Business Development Monique Leija
VP, Production Operations Curt Pordes
Chief Administrative and Legal Officer Tracy Kane

SUBSCRIPTION CUSTOMER SERVICE

888-556-2272
circ.locksmithledger@omeda.com
P.O. Box 3258 • Northbrook, IL 60065-3258

ARTICLE REPRINTS

Brett Petillo, Wright’s Media 877-652-5295, ext. 118
bpetillo@wrightsmedia.com

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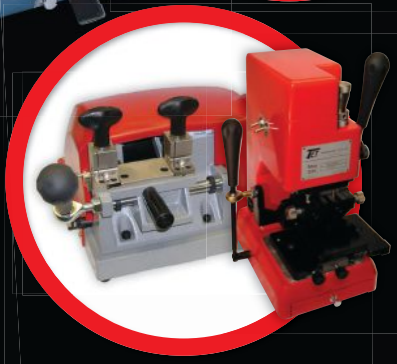
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Download the entire special supplement online at www.locksmithledger.com/21145461.

Articles include:

- From the Editor: In Crisis Technology Mode
- Cover story: For Solid Access Control, Security Begins with Trust
- Roundtable: With a New School Year Comes a New Normal
- The Role of Biometrics in a Post COVID-19 World
- A New World of Technology Convergence Set for Access Control Industry
- How to Use Trusted Identity Technologies to Safely Re-Open Workplaces
- New Technologies Drive Evolving Lock Market

COVID-19 Coverage

To help our readers make it through the COVID-19 coronavirus outbreak, Locksmith Ledger has created a special section on our website with all our COVID-19 coverage in one place: www.locksmithledger.com/covid-19.

As of press time, this section includes:

- Feature articles on the availability and code compliance of touchless locks and door hardware
- Updated information on trade-show postponements and upcoming virtual trade shows.
- A helpful series of H.L. Flake Security



- Professionals Business Roundtables.
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ProductWatch showcases the newest products being marketed to locksmiths.

EventWatch notifies readers of upcoming trade shows and educational opportunities.

Notes from the Editor is a timely, interesting monthly report from Editor-in-Chief Gale Johnson.

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Send Your Letters

The editors of Locksmith Ledger welcome reader input. We would like to hear your comments and suggestions on any of our articles or general industry trends and topics.

Share your opinions on relevant topics, such as locksmith licensing, the shift from key to keyless for automotive and residential and the state of our industry in general. Let us know what works for your business.

Letters can be emailed to gjohnson@locksmithledger.com or mailed to Locksmith Ledger, 125 S. Wilke Rd., Ste. 300, Arlington Heights, IL 60005.

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Cracking the Code on Cabinet Locks

Although specifics are sparse, certain types of electronic cabinet locks can help organizations comply with federal regulations.



CompX

When it comes to locking cabinets, you have mechanical-lock options and electronic-lock options ... and that's all you need to know, right? Not really. Not all cabinet locks are the same, particularly with respect to government regulations.

Yes, regulations.

Sure, you're familiar with regulations that pertain to the Americans with Disabilities Act (ADA), but what about the Health Insurance Portability and Accountability Act (HIPAA) or The Joint Commission or ... ?

It turns out that government regulations typically don't address cabinet locks specifically as they do, say, fire doors. But because cabinets are included under the category of areas that must be secure under multiple regulations, it's important for locksmiths to identify cabinet locks that help customers adhere to the spirit of those various and sometimes overlapping regulations.

"There are multitudes of types of cabinets," says Benjamin Williams, director of product management for ASSA ABLOY ESH, which includes the HES line of cabinet locks among others. "There is something to secure every one of those, and 9 times out of 10, one particular lock may not be the preferred method. All cabinet locks are not created equal."

Matt Welty, general manager of Codelocks, agrees.

"You can spend a lot of money" on cabinet locking solutions, he says, "but it doesn't give you any more benefit, or it might not give you enough—either way, it's a waste of money." Locksmiths should be familiar not only with any regulations that might

apply to cabinet locks but also what products meet those regulations. "And what product to choose that will meet the [customer's] budget. It's not the same solution for every situation."

Know the Rules

As you might suspect, most government regulations that involve cabinet locks are aimed at the health-care industry:

ADA: This is the lone regulation that has specific guidelines. To be ADA-compliant, a cabinet lock must have all operable parts operable by one hand and can't require tight grasping, pinching or twisting of the wrist. All operable parts must require a force of no more than 5 pounds.

HIPAA: Most of the law is concerned with ensuring patient privacy, but security is an important part of that. However, all HIPAA has to say is that a facility that operates under the auspices of the law must have "policies and procedures to safeguard the facility and the equipment therein from unauthorized physical access, tampering and theft." That's it. In fact, those policies and procedures are left entirely up to the facility itself and that "any security measures" that allow the facility to comply with this standard are acceptable.

The Joint Commission: The organization known colloquially as JCAHO oversees hospital accreditation. As such, it has rules in place for a wide range of categories, including pharmaceutical cabinets and emergency carts. The security of the contents

of those cabinets is required, but, again, that doesn't mean that a lock is required. However, if a lock WERE used, The Joint Commission says the lock should be easy and quick to open, and it should allow a facility to detect tampering. (As such, it mentions a combination padlock as a device that might create delays in delivering immediate emergency care and thus not be acceptable.)

DEA: The Drug Enforcement Administration is clear that controlled substances and medications must be in a "securely locked, substantially constructed cabinet." However, although DEA lays out what it considers to be "a substantially constructed cabinet," it says nothing about the cabinet lock itself.

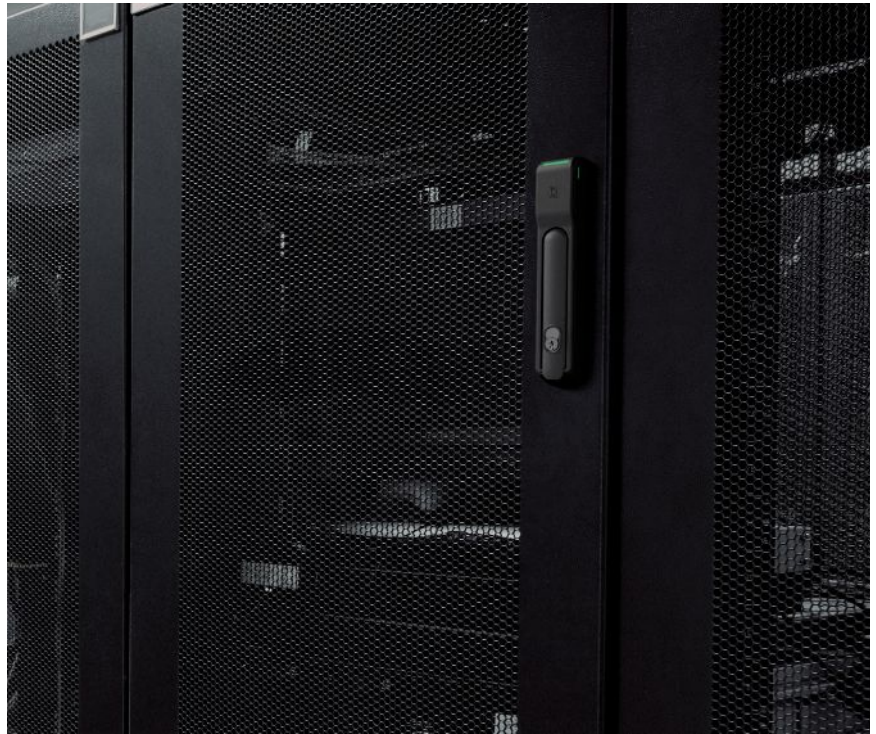
SOC 2: This isn't a regulation so much as a compliance standard. It deals primarily with auditing financial records, but it has relevance to health-care facilities in that facilities that don't separate their financial and medical-records data systems must ensure that their servers are secure. As elsewhere, specific locking guidelines aren't mandated.

The takeaway from all of this is, again, no one solution fits every situation. All that's really required in most cases is that a standard operating procedure is in place and that the procedure is followed, says Lou Galvao, distribution channel manager at CompX.

"If you have a standard operating procedure, and it requires mechanical locks and you don't give out keys, that's fine," he says. "There's nothing telling you, 'You have to have THIS.'"

The Locks Themselves

Although government regulations about cabinet locks might not be specific, aside from ADA, the regulations leave clues as to what lock features would help facilities fall under compliance, as well as serve the demands of the facility. These clues point to advantages that electronic



ASSA ABLOY

» Computer server cabinets require a different type of cabinet lock.

locks can provide.

One such clue, indicated by The Joint Commission, is that a cabinet lock should allow for easy and quick access. The easier and quicker the access provided, the better, because if anything is clear about cabinet-lock rules, it's that the cabinet should be locked when it isn't in use.

Welty concocts a scenario where a nurse, for example, who must go to a medication cabinet, enter a series of codes on a keypad and turn a latch to relock the door repeatedly might find that to be a nuisance and perhaps defeat the lock. A self-locking lock and a prox credential are convenience features that would prevent that scenario. "As a user, if [the lock is] less of an inconvenience and less of a hassle, the more likely I am to lock it," Welty says.

(Of course, if a cabinet lock unlocks simply by waving, say, a fob or your cell-phone in front of it, that lock complies with ADA, too.)

Another clue is suggested more

explicitly in the regulations—access control. Simply, if the point of regulations is to ensure security and a lock isn't required, then it's necessary to control access to certain cabinets and the contents and ensure that only authorized personnel have that access.

Murray Lewin, senior product manager/site lead for dormakaba RCI, puts it this way regarding cabinet locks and compliance with government regulations—they're part of a solution and not necessarily the entire solution. He mentions a computer server rack, which might be vulnerable to theft and, thus, potentially, a violation of HIPAA (among other problems), having multiple layers of security protocols in place.

"By the time someone gets to the rack, the person gaining access to it will have been very likely to be approved" by the lock on the server cabinet, he says. "That's the whole intent: Make people get through levels of security before they get to the lock."

Nevertheless, today's electronic or electric cabinet locks help a customer stay on top of access control in two ways:

- By quickly assigning or canceling credentials.
- By monitoring the actual access.

Although none of the federal regulations noted above explicitly uses the word "rekey" in its wording, the idea is definitely there. In each regulation, it's mandatory for a facility to make sure that access remains under control in case of a personnel change—either a temporary one based on duties or the time of day, or a permanent one in case of a resignation.

Obviously, it's far easier to cancel a key card and reprogram an electronic lock, for example, than it is to rekey a mechanical lock. Plus, depending on the lock, a customer might be able to handle multiple electronic locks remotely. Some locks even will allow the customer to program the lock so only certain people have access at certain times and on certain days.

Customers will want to know who accessed those cabinets and when, particularly if something were to go missing. That long has been a concern with medications, but now because of the COVID-19 pandemic, facilities also want to prevent the loss of, say, gloves or masks.

Audit-trail capability that provides a list of the past number of times a lock was accessed has become a widespread feature on electronic locks in general, and more cabinet locks are adding this capability.

What's Next?

Speaking of COVID-19, no one interviewed for this article believes that any new regulations that might involve cabinet locks

will stem from the pandemic. Welty points out that ADA and HIPAA, for example, came about because they were aimed at long-term issues—people who have disabilities and patient privacy—rather than as a reaction to a particular event or circumstance.

There likely will be more of a demand for cabinet locks to lock items that previously weren't considered to be valuable, at least in the short term, and Williams suggests that the demand might produce a new type of cabinet lock, if not rules that govern the product.

"What's next? That is the million-dollar question," he says, noting a newfound interest in touchless access. "We can change the product, provide coating that's antimicrobial, or we can change the experience, so that when someone approaches the cabinet, that cabinet pops open for them."

Stay tuned. For now, here's a round-up of a few of the electronic cabinet locks that could provide compliance with "the spirit" of government regulations:



» Codelocks
KitLock KL1050

Codelocks KitLock KL1050

The ease of use and accessibility on the KitLock KL1050 got an upgrade with the introduction of two new means of access. Now, in addition to a MIFARE keycard, users can wave their arm or practically any other product in front of the lock to unlock it. That's because Codelocks added wristband and sticker credentials to its lineup.

The rubber wristband has a prox credential built inside it for the lock reader to

identify. The round sticker is about 1 inch in diameter, and it can be affixed to the back of a cellphone case or even another key card.

Welty says this is an excellent solution for a facility that has an HID access system in place but doesn't want to issue two cards or collect and reissue a series of cards for a lock.

"A locksmith in a lockshop can enroll the sticker in the lock and can issue it to the user; the user can put the sticker right on the HID card," he says. The two technologies operate at different frequencies, so they won't interfere with each other.

As for the lock itself, a notable feature is its private/public function. In private mode, the lock can be unlocked by anyone who has a proper credential (and relocks automatically after 4 seconds). In public mode, it can be unlocked only by the last credential that locked the lock. A red LED flashes every 5 seconds to indicate the lock is locked.

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FJM Security Combi-Cam E miniK 10

FJM Security loves to tout the small profile of its Combi-Cam E cabinet locks, but don't let the tiny size fool you. A recent upgrade added management of multiple locks through your cellphone.

Several models in the Combi-Cam E line are compatible with the Hopinlock Manager mobile app for Google Android devices that have near field communication (NFC) technology.

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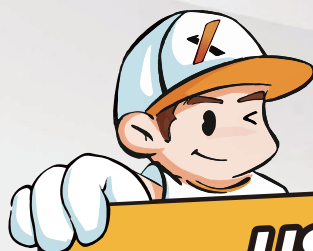
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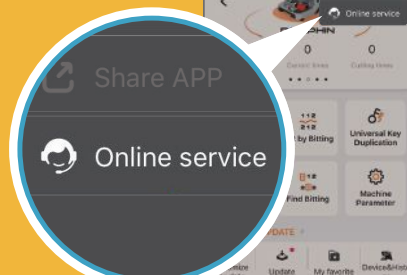
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More info: www.fjmsecurity.com

RCI 3590 Lock 'N' Prox

If you're looking for a cabinet lock that has a really low profile, how about a lock that you can't even see? The venerable 3590 Lock 'N' Prox by dormakaba brand RCI is installed inside a cabinet, with no exterior face. A prox card or fob unlocks the lock through a wood door that's up to 1 inch thick, and an optional wired reader extends the range to 5 feet. (The reader is required for a metal cabinet door.)

The 3590 Prox 'N' Lock has no cam but rather a pin-type strike, and a spring-loaded right-angle door release pin is available. Lock installation is quick and simple, and card or fob programming doesn't require a computer.

An optional alarm function beeps if a door is left open for more than 30 seconds, and the alarm sounds continuously if the cabinet door were forced open. The alarm option is notable, because that model (3590A) has a holding force of 450 pounds.

Features:

- Up to 50 users
- 3V lithium battery, up to 30,000 cycles (3.6V plug if external reader is used)
- Low-battery warning
- Lock: 2-3/8 in. (h) x 2-3/8 in. (w) x 7/8 in. (d)

More info: www.dormakaba.com



» RCI 3590 Lock 'N' Prox



» Lowe & Fletcher Horizon
Real Time Clock 3951

Lowe & Fletcher Horizon Real Time Clock 3951

An update to the Horizon cabinet lock, the Horizon Real Time Clock 3951 has an upgraded processor that includes a real-time clock. The clock makes several new features available through Lowe & Fletcher's optional RAS electronic access control system. Perhaps the most notable is that a customer or locksmith can set up the lock so certain people (up to 50 per lock) have time-controlled access.

"Whoever buys the lock, the locksmith can program the lock to work Monday through Friday, 7 a.m. through 3 p.m. if you use 'this code' on it," says Vince Regan, sales director of Lowe & Fletcher. "If you try [the same code] at 5 on Tuesday, it won't unlock. You can give a different code to the second-shift team and make that be permanent."

He provides another example about contractors working in a facility who require access to tools locked in cabinets. "You could say, 'For two weeks, you'll have access from this time to this time at night on weekdays.' Those are a few of the things a real-time clock inside the lock will do for you."

Another thing is audit trail. Although the Horizon 3951 doesn't have that capability yet, Regan tells us it's coming soon.

GYMKANA 994

NEW M CLAMP FOR RESIDENTIAL AND SINGLE SIDED CAR AND TRUCK KEYS.



The new M clamp for the Gymkana 994 allows the user to cut automotive single sided and residential keys. This is a great addition for a compact and versatile electronic machine, such as the Gymkana 994.

If you are an automotive-focused locksmith the M clamp will allow you to cover single sided car and truck keys. On the other hand, if you offer residential key cutting or lockouts service, then the M clamp can potentially replace your manual key cutter for house keys. With these new functions, the Gymkana 994 has the power to become your go-to machine for any key duplication service.



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As with the Horizon 3950, the 3951 has a pop-out turn handle that's flush when locked and comes in white as a standard color option, which is worth noting for health-care applications.

Features:

- Retrofits standard cam locks
- Vertical, left or right fixing
- Flush or surface mount
- Lithium CR123 battery
- Low-battery indicator
- Keeps time during battery change up to 30 sec.
- 4-3/4 in. (h) x 1-13/32 in. (w) x 1-3/32 in. (d)

More info: www.lowefletcherinc.com

CompX eLock 200/300 Series

Access control is the name of the game for the eLock 200/300 Series. Through the optional LockView software, the eLock 200/300 reports time, date and user name audit-trail data of up to the last 15,000 times a cabinet lock was opened, or attempted to be opened.

Further, the eLock 300 lets customers do just about anything with the information the lock collects because of its network capability, either through Wi-Fi or Ethernet connectivity. (The eLock 200 doesn't have network capability but is otherwise identical to the 300.) Galvao uses the example of the lock signaling that its battery power is low.

"If the battery is getting low, [the lock] will send a notification, and I can send that to maintenance," he says. "Or the locksmith guy will get the email that the battery is low, and he can swap out the battery the next time he's in the area." Unauthorized-entry attempts could go straight to security in such a system, Galvao adds.

Network capability also allows the customer to program access to the lock remotely for as many locks as are in the network. Access itself is provided by the lock's keypad, an HID or HID iCLASS prox card, a magstripe card or dual authentication via a card and PIN, and the eLock 200/300 automatic relocks when the cabinet is closed.

The eLock 200/300 is a built-in component of the CompX Narcotics Box, which is a specially designed cabinet aimed at use in emergency medical services vehicles.

Features:

- Installs on new or existing cabinets
- Up to 3,000 codes
- Six AA batteries or dedicated power supply
- 9V battery backup available
- Controller: 3-1/2 in. (h) x 5 in. (w) x 3/4 in. (d)

More info: www.compixelock.com

HES KS100

Ensuring the security of computerized health records doesn't just mean making sure that computer systems are hackerproof. They also have to be theftproof. The HES KS100 from ASSA ABLOY is aimed at protecting dedicated server cabinets, and the lock takes monitoring to an extreme.

Simply, the KS100 uses wireless connectivity to an Aperio-based access control hub to

monitor the lock for up to four conditions: that the handle is nested in the lock body, that the cam hasn't been rotated, that the tamper switch hasn't been activated and, optionally, that the cabinet door itself is closed. If any one of these conditions isn't met, a facility administrator will know about it.

The result is that "you're in a position to know that server cabinet door is closed, latched and secure, all in the same state, all at the same time," Williams says.

The lock's audit-trail capability is limited only by the electronic access control system in place, and access can be managed remotely and granted through a variety of card technologies, including HID, MIFARE and DESfire, as well as any NFC-capable mobile device. The KS100 has a mechanical-key override and can include a Medeco X4 small-format interchangeable core. The lock itself has a holding force of 350 pounds.

Features:

- Installs on cam-activated swing handle cabinets, 150 mm x 25 mm (6 in. x 1 in.) lock prep
- Nonhanded
- 2 AA lithium batteries, up to 50,000 cycles
- Battery voltage monitoring
- microUSB port for emergency power
- Face: 9 in. (h) x 1-3/4 in. (w) x 1-5/16 in. (d)

More info: www.assaabloyesh.com



» HES KS100



» CompX eLock 200/300 Series



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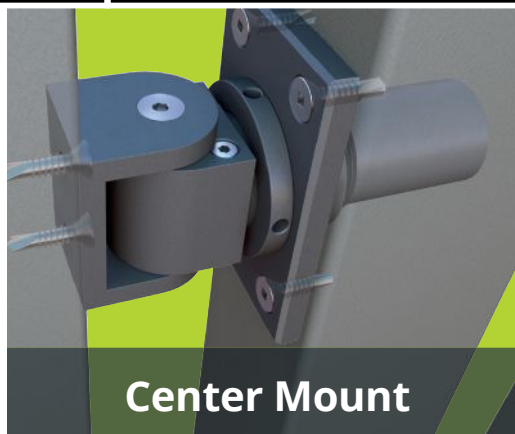
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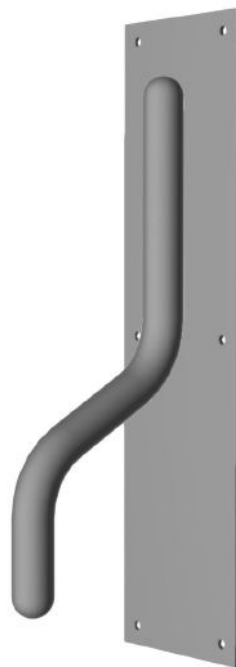


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Hands Off! What to Know Before Installing Touchless Solutions

Make sure the products you sell meet all relevant code and standard requirements.



As the United States eases into a new normal stemming from the fallout of the COVID-19 pandemic, facilities in all markets are taking a closer look at the overall health of their environment. Facility managers are more focused on limiting the spread of bacteria and viruses than ever before, which has led many to consider touchless opening solutions.

Requirements that specifically address touchless or hands-free operation aren't outlined in the current model codes. That said, many sections of codes and standards should be referenced before selecting and installing these types of solutions. We'll explain some of the ways you can help customers transition to touchless openings while complying with the related codes.

Automatic Operators

A common way to create a touchless opening is to pair an automatic operator with a touchless actuator. You should know a few things before opting for this solution. The Builders Hardware Manufacturers Association (BHMA) standard for these operators — BHMA A156.19 – Power Assist & Low Energy Power Operated Doors — mandates actuation by a “knowing act,” or a conscious action that has the expected result of opening a door. This includes wall- or jamb-mounted contact or noncontact switches, such as push plates; the manual opening (pushing or pulling) of a door; and controlled access devices, such as keypads or card readers.

Low-energy automatic door operators actuated by sensors don't meet the requirements of BHMA A156.19, because simply stepping into the range of detection isn't considered to be a knowing act. Instead, these operators

must comply with BHMA A156.10 – Power Operated Pedestrian Doors, which requires guide rails and safety sensors. The 2017 edition of the standard states that the safety sensors must be monitored to ensure they work properly.

There are five things you should know when installing automatic operators as part of a touchless opening:

1. Go hands-free with touchless actuators and wireless transmitters.

Touchless actuators are different from presence sensors, because the wave of a hand is considered a knowing act by A156.19. The detection range for touchless actuators, or the distance from the occupant's hand to the hardware, has to be within 12 inches. A specified range isn't noted for wireless transmitters, but users should be close enough to see the door and make sure occupants aren't in the door's path before actuating the operator.

2. Think about the timing.

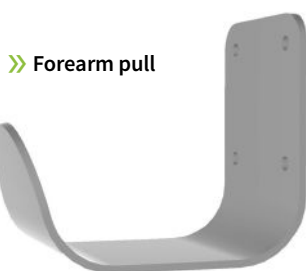
The opening and closing cycles of an automatic door operator and the minimum hold-open time are detailed by the BHMA, so make sure to check out the table in the A156.19 standard. The timing is based on the door width and weight and the actuator position.

3. Keep an eye on signage.

Automatic doors are required by the BHMA to have signage to let occupants know that the doors may be operated automatically. Requirements vary, so it's important to know the door configuration (does it swing, slide or fold?), the type of operator used and how the door is actuated.

4. Back up the power if necessary.

Automatic door operators and manually operated



» Forearm pull

doors adhere to different requirements for maneuvering clearance. If an automatic operator is added to a door that doesn't have the required clearance on the egress side, the operator must have standby power. This allows the operator to function normally during an emergency. When installed on a fire door, the automatic door operator must be deactivated upon fire-alarm activation. Installing an automatic operator on a fire door without the proper maneuvering clearance on the egress side won't meet the intent of the accessibility standards, because the operator won't be functional after the fire alarm sounded.

5. Understand power assist.

Power-assisted doors and doors that have low-energy operators attached are different and, therefore, have different codes and standards to follow. A

power-assisted opening has an operator that reduces the opening force, but the operation is manual. A low-energy operator automatically opens the door. The latter is installed more commonly for touchless openings.

More Options

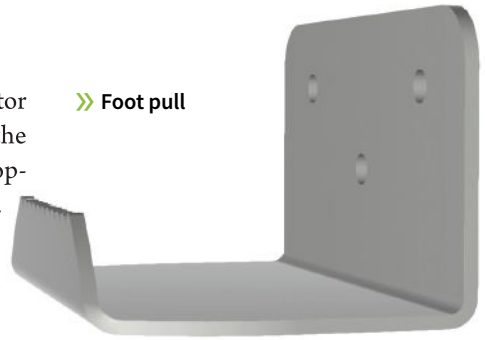
Automatic door operators aren't always feasible — or necessary. For other openings, a variety of solutions can help your customers create a healthy environment.

Forearm and Elbow Pulls

These are designed to make life easier for those who wish to use their elbows or other body parts to open the door. Many new styles are available that can be installed in addition to a standard door pull or as a replacement.

Things to consider:

» Foot pull



- Occupants have to be able to operate the door without tight grasping, pinching or twisting of the wrist to be code-compliant.
- Accessibility standards limit the projection of “protruding objects” to 4 inches. This applies to objects that have leading edges between 27 and 80 inches above the floor. The projection of door hardware isn't addressed specifically in the standards, so it's unclear whether the limit on protruding objects would apply to

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» LCN low-energy power door operator

door pulls. But code officials could interpret the requirement as applicable to these pulls.

- Check out the encroachment section in the model codes, which limits the distance a door can project into an egress path to 7 inches when the door is in the fully open position. Hardware on the push side of the door often is exempt, but these pulls generally are located on the pull side and could affect the encroachment of the door.

Foot Pulls

Foot pulls complement doors that have traditional pull handles and no latching hardware. These are located at the bottom of doors, so building occupants can use their feet to open them.

Things to consider:

- The foot pull can't be the only means of opening a door from the pull side. Codes and standards require operable hardware to be mounted between 34 and 48 inches above the floor.
- Another reason a foot pull shouldn't be used alone is that it could be considered hardware that requires special knowledge or effort to operate.

Lever modifications

In today's environment, many have turned to retrofit products that allow occupants to turn the lever handle with their forearm.

Things to consider:

- Ensure that the lever still can be operated without tight grasping, pinching or twisting of the wrist, and that no special knowledge or effort is required to operate the door.
- Double-check with the manufacturer before installing any retrofit products, because they could affect listings, certifications and warranties.

Electric strikes

Electric strikes can be set up to release the latchbolt of a lockset through the use of a sensor or access control reader. This allows the door to be opened without having to touch the lever to retract the latch.

Things to consider:

- For most electric-strike applications, the lever still can be used for egress and would be code-compliant. If an electric strike were used on a fire-door assembly, a fail-secure strike must be used. (Reminder: Fail-safe strikes aren't listed for use on fire-door assemblies.)
- On fire doors, the strike should receive a signal from the fire alarm. This will ensure the keeper is in the secure position upon actuation of the fire-alarm system.

Contactless readers

Contactless readers allow occupants to gain entry without contacting the reader. Multitechnology readers might be a good choice for customers, because they can read proximity, smart and mobile credentials, which makes the transition to mobile seamless.

Things to consider:

- Smart credentials and mobile devices often are more secure than proximity-card technologies, because they're encrypted and less vulnerable to security breaches.



» LCN 8310 Wave to Open button

- When implementing access control solutions, always check that the hardware and application are compliant with code requirements for egress.

Coatings

Many manufacturers offer — or soon will offer — options for base materials and coatings that reduce the amount of time that bacteria and viruses can survive on surfaces.

Make sure to check the manufacturers' processes and materials before investing in these solutions, particularly to ensure proper performance in limiting the transmission of germs. Coatings and wraps that are field-applied might affect listings for fire-door assemblies as well as manufacturers' warranties.



» Schlage contactless reader

Several options are available to help your customers transition to a touchless opening. Make sure to remember to always consider any requirements of the adopted codes and standards, ensuring that the solutions don't violate mandates for egress, fire protection or accessibility. The Authority Having Jurisdiction (AHJ) should be consulted regarding questions about code compliance to avoid problems in the field. For information about cleaning and sanitizing door hardware, refer to the manufacturer's recommendations. ■■

Lori Greene, DAHC/CDC, CCPR, FDAI, FDHI, is manager, codes and resources at Allegion. Visit her website, idighardware.com.



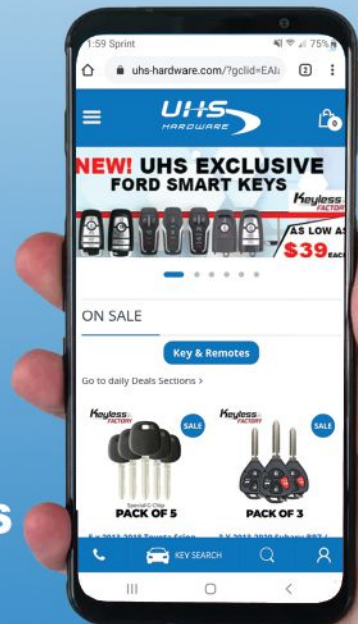
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The Hands-Free Door Opportunity

Now is the time for industry professionals to step up with touchless solutions to minimize the spread of infection or contaminants.



» A low-energy door operator and a touchless switch make up a basic hands-free door solution.

Public spaces, such as health-care facilities, hotels, office buildings, convention centers, schools and factories are a breeding ground for germs. Across the country, we've seen a wave of new policies, procedures and technologies implemented to help stop the spread of germs, so businesses, schools and organizations can assure employees, customers and communities that their facilities are safe.

By applying some safety and security technologies, along with touchless solutions, at the door, locksmith and security professionals can create some peace of mind and profit from retrofit or new-building opportunities.

A Door Opens

COVID-19 and the lockdowns that followed were game-changers, as were the guidelines that businesses and communities were meant to follow to reopen. To see what guidelines are in place in your state, visit the U.S. Chamber of Commerce: www.uschamber.com/article/state-by-state-business-reopening-guidance. Many guidelines recommend the use of various types of touchless devices for hygiene: touchless faucets, soap and hand-sanitizer dispensers, towel dispensers, information kiosks, etc.

Then, there's the door. Here are some examples of reopening guidelines:

1. Fitness facilities: "Doors to multistall restrooms should be able to be opened and closed without touching the handles, using opening devices or powered door operators with the hand, whenever possible. If the door cannot be opened without touching the handle or door operator with the hand, place a trash receptacle by the door to ensure a paper towel can be readily disposed of when operating the door. The location and positioning of waste receptacles should not interfere with egress, evacuation, emergency equipment or any reasonable accommodations provided under the Americans with Disabilities Act (ADA)."

2. Retail, shopping malls and workspaces:

"Install hands-free devices if possible." "Prop doors open if they do not open and close automatically."

3. Dine-in restaurants and hair salon/barber-shops: "Guests should enter through doors that are propped open or automated, if possible." "Wherever possible, doors should be left open if they do not open and close automatically."

4. Hotels, lodging and short-term rentals: "Guests should enter through doors that are either propped open, if possible and in adherence to security protocols, or are automated or manually operated by an employee who is frequently handwashing and/or using proper hand sanitizer."

5. Places of worship: "Prop or hold doors open during peak periods when congregants/visitors are entering and exiting facilities, if possible and in accordance with security and safety protocols."

We believe hands-free door solutions will become essential in today's COVID-19 mitigation-planning landscape. Retail, hospitality and restaurant locations are prime candidates to address health concerns by providing hands-free door solutions in combination with social-distancing mandates.

A Simple Solution

Touchpoints on high-traffic door openings can be reduced with a simple hands-free door solution. On a door that has nonlatching hardware, you can pair a low-energy swing door operator with sanitary touchless exit switches to create a hands-free system. By placing a wave-to-open touchless switch on the outside and inside of a doorway, the door operator can be activated by the

wave of a hand while still meeting fire and life-safety requirements.

Any high-touch, high-traffic door at entrances, meeting rooms, offices or bathrooms can be upgraded. Plus, this hands-free solution can be a quick and easy retrofit opportunity.

Some high-touch, high-traffic door openings use bollards, or push plates, or are part of a vestibule combination with other doors that are designed to meet ADA requirements. A variety of antimicrobial ADA accessories and buttons can be integrated with automatic door operators to minimize contamination.

Whether a door is nonlatching or latching, it requires an ADA bollard, push plate or button to make it ADA-compliant. A “knowing act” requires activation with a push button or push plate. Low-energy swing door operators also are governed by ANSI/BHMA 156.19 and include these features and requirements:

- Slow opening and closing speeds.
- Low operating force.
- Floor space requirements.
- No guide rails required.
- A clear opening width — 32 inches

minimum in power-on and power-off mode — based on the clear opening provided by all leaves in the open position.

Access Control Considerations

When retrofitting or designing a hands-free door solution, you should invest in the time to identify other door openings that have or might require access control and confirm the category of locking hardware that’s necessary for that application. (See “A Hands-Free Door Guide,” below.)

A hands-free door solution can be developed to use with mortise or cylindrical locksets as well as magnetic locks. Consider the following:

- High-quality electrified mortise lock upgrades that have motorized latch retraction can be combined with the basic hands-free door solution — a low-energy slide door operator and touchless exit switches — and ADA actuators and access control keypads to create a code-compliant solution.
- The basic hands-free door solution is flexible enough to use with a cylindrical lockset by simply adding an electric strike.

- The basic hands-free door solution can be used with a magnetic lock, where allowed by code.

And don’t forget that you can minimize touchpoints on high-traffic door openings by using a simple magnetic door holder to keep the door open. It’s another hands-free solution that works well to meet some reopening guidelines and is particularly useful during busy time periods.

Even a basic hands-free door solution can provide peace of mind. Don’t limit your ideas about where the opportunities exist for great applications of touchless door technology. It can apply to any public restroom, office entrance or door, restaurant kitchen, etc.

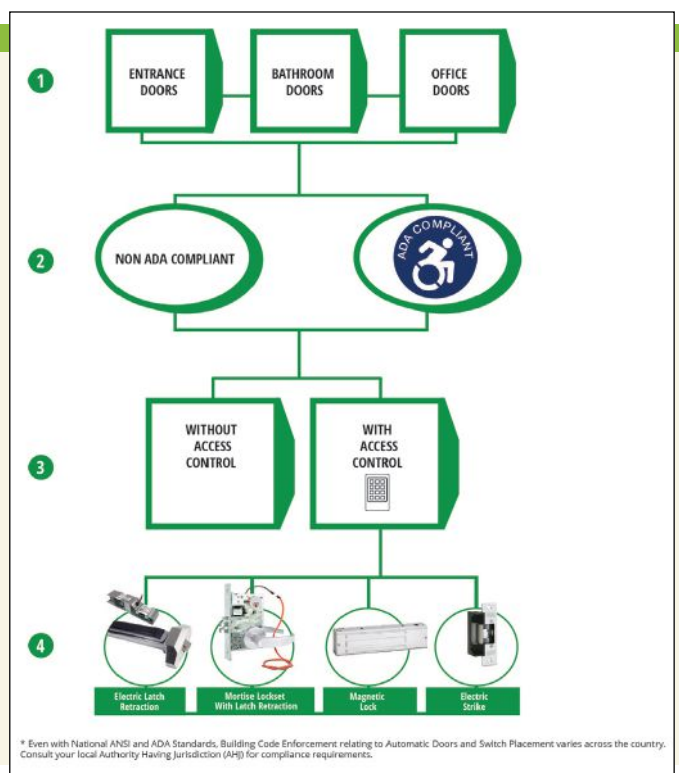
(Important note: Even with national standards in place, building-code enforcement that pertains to automatic doors and switch placement varies across the country. Consult your local authority having jurisdiction [AHJ] for compliance requirements.) ■■

Kerby Lecka is director of marketing at Security Door Controls. Email: kerby@sdsecurity.com.

A Hands-Free Door Guide

Consider this flowchart to help with your recommendation of hands-free door solutions.

1. Qualify all of the high-touch, high-traffic doors in the facility.
2. Confirm whether the door has to meet requirements for compliance with the Americans with Disabilities Act.
3. If the door doesn’t require access control, simply combine touchless exit switches with a low-energy swing door operator, and you’re done.
4. If access control is required, identify the type of locking hardware that’s required for your door application before assembling the appropriate hands-free door solution.



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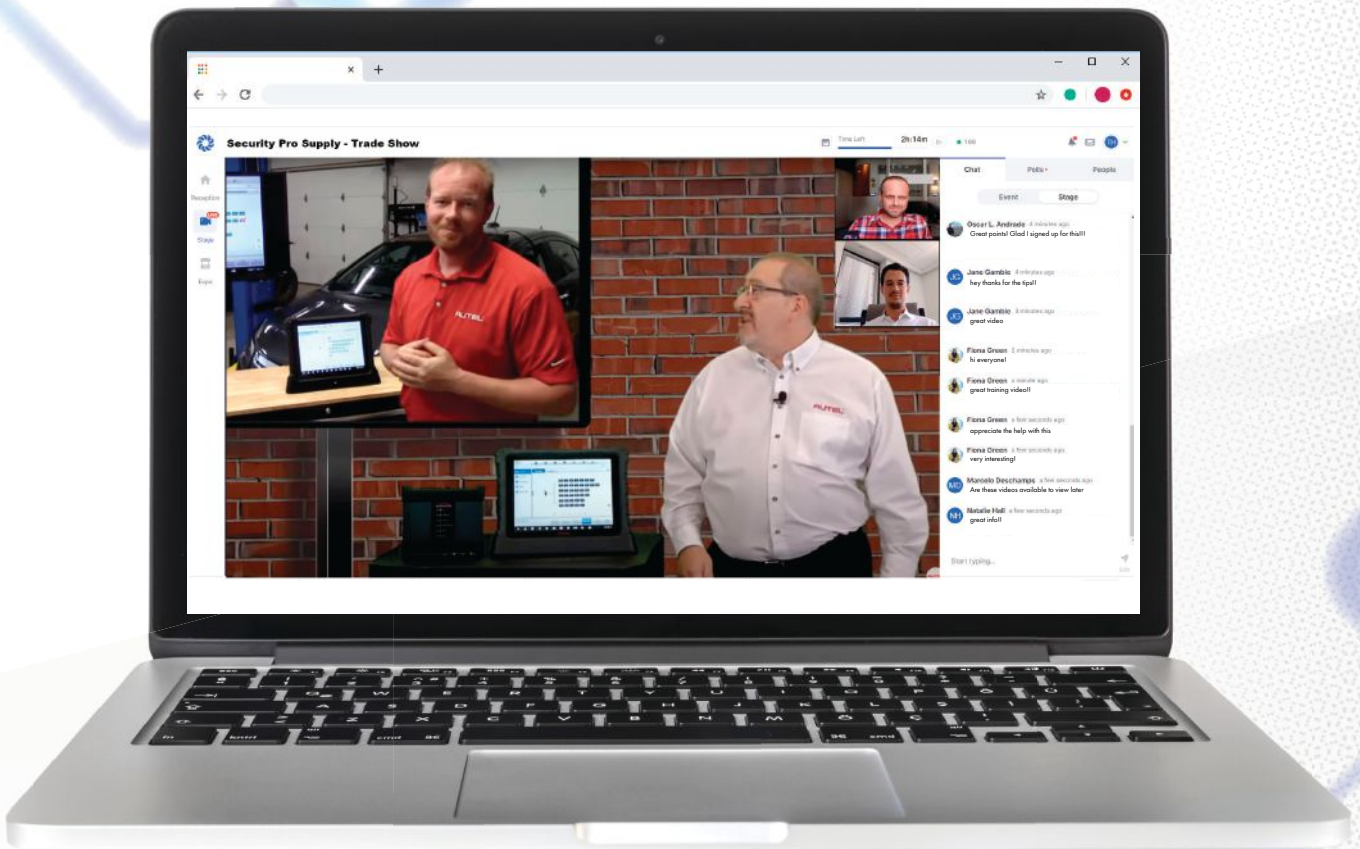
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Caution: Alarm May Sound!

Traditional exit alarms, delayed-egress alarms and controlled-egress alarms bring profit opportunities.

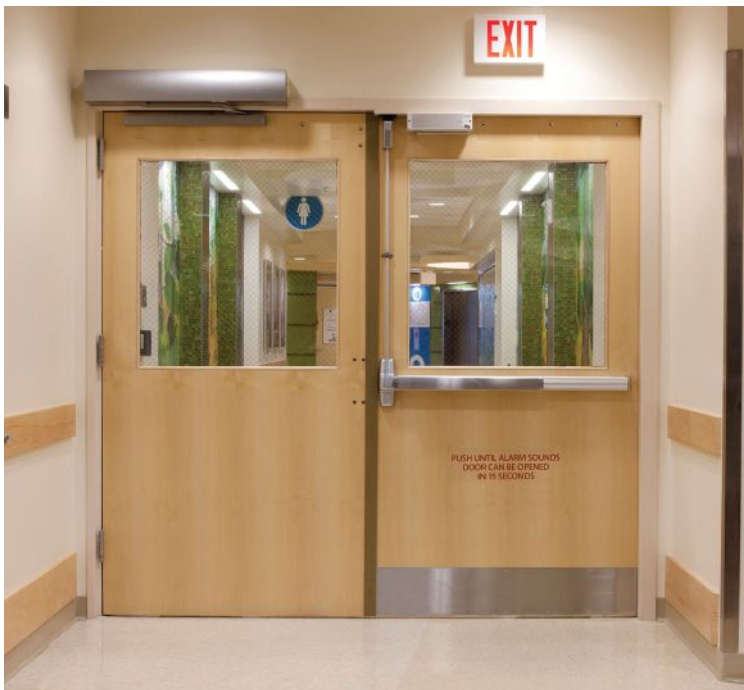


Photo courtesy of idghardware.com

Alarmed exits often are used for loss prevention and to control traffic or unauthorized exit in retail, restaurant and health-care applications. This remains a healthy revenue niche for locksmiths.

Delayed-egress functions expanded the market by allowing time for security to respond. A third option, called controlled egress, was added to NFPA 101 – The Life Safety Code and International Building Code (IBC) since 2009. These options greatly expand the aftermarket available to the locksmith.

National chain stores generally have exit alarms installed during construction. Many other businesses, office buildings, warehouses, schools, colleges,

» Von Duprin exit alarm on double doors

health-care facilities and government agencies present retrofit and upgrade opportunities.

In a November 2017 Locksmith Ledger article, Tim O’Leary explains how he gained business volume and profitable new customers by fixing new-construction “punch lists” for exit devices, particularly where delayed egress was specified. The takeaway is that, as a door and hardware professional, you understand how to make these openings work. (See “The Basics: Exit Devices, Door Alarms & Delayed Egress,” www.locksmithledger.com/12373668.)



» A Detex exit alarm prevents outdoor diners from exiting without paying their bill.

Loss prevention in the retail environment depends on multiple layers of defense and detection. The alarmed or delayed-egress exit works along with CCTV, electronic article surveillance (radio-frequency ID tags), locked display cases, employee training and positioning strategies to reduce the opportunity for theft. There are three alarmed-exit categories: traditional exit alarms, delayed-egress



» Von Duprin Guard-X Series exit alarm

exit alarms and controlled-egress exit alarms.

Traditional Exit Alarms

Exit alarms, such as the pioneering Alarm Lock PG-10 and LL-1, were developed about 40 years ago to inhibit retail theft and employee pilferage. The device generally is placed on back and side entrances, and an alarm sounds immediately when someone attempts to exit through those doors. The Alarm Lock Paddle Exit Model 250 added a deadbolt for enhanced external attack resistance.

Detex also introduced a number of exit-alarm innovations in recent years. The door hardware industry added alarm modules to most new exit devices as well as provided retrofit kits.

Delayed Egress

Delayed-egress options soon were written into building codes, allowing time for a security response. An alarm sounds, but the door's opening is delayed for a specified amount of time, which gives security the chance to respond. A critical component of the delayed-egress process is that any fire alarm or loss of power must allow immediate release for occupant safety. A 15-second delay is permitted, and a 30-second delay might be approved by the authority having jurisdiction (AHJ). These are defined in NFPA 101

and regulated under the IBC.

Delayed egress has become extremely popular in retail, warehouse and transportation applications. This is particularly important where exits lead to secured airline operations areas.

Controlled Egress

Controlled egress is a third (but rather limited) category for applications where free egress might present dangers to occupants or to others outside. Revisions to the NFPA 101 and IBC in recent years allow certain health-care exits to remain locked until released by staff, an automatic fire-protection system or a power failure. Two articles by Allegion code expert Lori Greene explain delayed-egress and controlled-egress codes. These articles are recommended reading.

Psychiatric, nursing, memory-care or rehabilitation facilities where a patient requires containment are common controlled-egress applications. Controlled egress also might be desired where the safety and security of occupants is a primary concern, such as infant nurseries, pediatric or emergency departments and foster care.

It's important to understand the codes clearly when working with a controlled-egress application. Note: Many find that the AHJ gladly will tell you in advance what will be approved, which is far better than having to tear out the work later. Also, be aware that the local jurisdiction might not have adopted the latest IBC model code.

Other Alarms

Door prop and tailgating alarms are related categories where you might be asked for advice. College dorms and health and entertainment clubs are particularly vulnerable to unauthorized entry or tailgating. For example, employee smoke breaks and college-dorm beer runs are a constant source of doors propped open. At one public building, employees found it was more

» Alarm Lock Model 250 exit alarm



convenient to prop the door open for smoke breaks than to walk 25 feet to an entrance. A simple strobe-light alarm that activated when the door was held open for more than 10 seconds solved the problem. A number of inexpensive door prop alarms are available from Alarm Lock, Detex, Securitron and SDC.



» Detex Anti-Tailgate system



» Detex EAX-300

Anti-tailgating applications that prevent more than one person from gaining access on a single credential also are available from Detex, Securittech and SDC.

Onboard contacts, such as the Von Duprin Remote Monitoring (RM) kit or the PHI external monitoring option, also provide a good means of detect-

ing doors that are propped or held open. Door-position switches also are available with most commercial exit devices.

Operational designs include:

- Stand-alone exit or door prop alarms.
- Integrated (all in one) exit device with alarm built in.
- Component systems using magnetic locks or electric bolts.
- Reinforced exit alarm devices.

Added Features

In recent years, stand-alone exit alarms added features, such as exit delays, reset options, multiple time settings, alarm duration, bypass modes for electronic access control integration, relay outputs, and battery or hardwired power.

Integrated alarmed exit devices have seen broad acceptance throughout the industry and often

are specified in new construction. Von Duprin was an early adopter and provides a wide array of new-construction and retrofit options. Virtually all exit device brands now have models that have alarmed or delayed-egress versions in rim mount, mortise and vertical-rod configurations.

Exit alarm versions of integrated alarmed exit devices typically contain an onboard battery, external power or both; an alarm horn or siren; status indicators; and an arming key switch. Additional connections allow key or credential bypass, external siren or alarm relays and a rearm delay.

Delayed-egress versions include fire-alarm connections to allow immediate egress in the event of a fire alarm or loss of power. Fire-alarm events can include a heat or smoke detector alarm, sprinkler flow, fire-suppressant discharge or manual pull-station activation. It's best to locate pull-stations away from delayed-exit doors, if possible, to prevent alarm-and-run attacks.

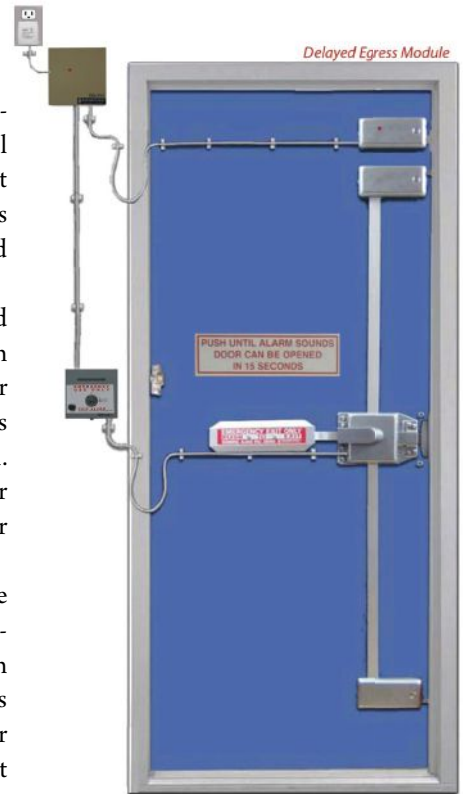
Additional functions include a nuisance delay time of 1 or 2 seconds, and selectable 15- or 30-second exit delay, depending on local code interpretation. A request-to-exit (REX) switch, remote alarm relay, door position switch, remote locking and other functions often are available.

Controlling the pushpad operation is a critical component of delayed- or controlled-egress functions. A light

touch of the pushpad engages a microswitch or



» SDC delayed-egress alarm

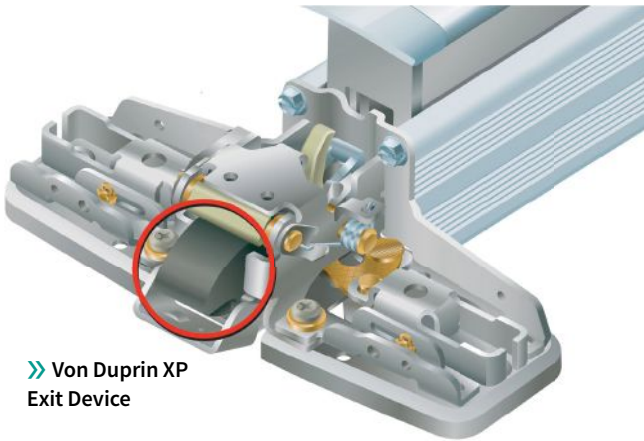


» Securittech Trident delayed-egress system

capacitance detector that initiates the nuisance alarm and then the exit-delay process. A blocking actuator or dogging device prevents depressing the pushpad further until the delay times out. The blocking actuator or dog can be motor-driven or held by a solenoid, or energized magnet.

Component systems typically use a magnetic lock or a deadbolt to secure the door. An exit device that has an REX switch or other initiating process, such as a touch sense bar (TSB), begins the system. A key-bypass switch, power transfer, door contacts, power supply, logic controller, horn and external connections typically complete the system.

Most component systems use a magnetic lock to contain the door during the delay time. In many of the magnetic-lock applications, a door-movement



» Von Duprin XP
Exit Device

sensor or TSB initiates the delayed-egress operation.

Securiton provides basic and delayed-egress magnetic locking systems in its catalog. Hager and SDC have exit devices that have basic alarm, delayed-egress and controlled-egress functionality in integrated or component configurations. A unique voice and visual display feature is available with the SDC component system. This provides an audible message for the visually impaired or in conditions where the exit-delay sign might not be visible.

Reinforced exit alarm devices make great add-ons for tough neighborhoods. Mortise lock, vertical-rod and multipoint applications are popular with hardware specifiers in new construction. The Von Duprin XP latch on its 98 and 99 series uses a two-piece assembly that resists twice the static load when subjected to external forces.

Alarm Lock, Detex and Von Duprin provide stand-alone deadbolt devices that have panic egress, exit alarms and delayed-egress options.

Precision's Arm-A-Door uses a retractable horizontal barricade bar with an exit alarm built in. The pushpad retracts the barricade bars from the door frame on both sides and activates the exit alarm. This inexpensive and robust product makes an attractive upgrade for small-businesses.

Perhaps the most heavy duty of the reinforced products come from Securitech. The Trident, Auto-Bolt Max and Multi-Bolt devices provide extreme-service multipoint locking. A simple but effective pivot bolt, arming key switch and control module add alarm, delayed- or controlled-egress and door-prop functionality to any of these products.

Exit alarms, delayed egress and controlled egress are areas where the locksmith can shine. ■■

Cameron Sharpe, CPP-Life Certified, worked 30 years in the commercial lock and electronic access industry. He advised many institutional, military, industrial and utility organizations on key and access control processes. Contact him at sharpec@cox.net

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» Master Lock's 3681 ADA-compliant lock

Locker Room Talk: Access Control Arrives

Electronic locker locks are a proactive solution meant to handle the changing nature of protected items.



Locker locks are physical barriers and access controls that are an evolving product group as demands for concise targeted protection increase in commercial, education and corporate markets. Lockers meant to protect valuables at gyms are well-known, but other uses include chemical storage, employee lockers, controlled-substance lockers, evidence storage and no-contact merchandise pickup lockers.

In the past, lockers were controlled by mechanical disc or more-secure pin tumbler cam locks, interchangeable key plugs or keyless combination locks. But because more-valuable assets require more-extensive security, electronic locker locks came into common use.

The contents of lockers transitioned the locker lock from a security function to a safety function. Lockers used to conceal weapons, explosives and other contraband jeopardize the welfare of innocent people. So, proactive security management demands the enhanced features that are provided by new technology, which makes the

locker an active part of an electronic access control (EAC) infrastructure.

The skills required to specify and deploy these locks are well within the realm of locksmiths.

The importance of this market is reflected in the abundance of electronic locker locks. What follows is a small sampling.

Master Lock Electronic Built-In Locker Lock

The Electronic Built-In Locker Lock elevates the experience for facility managers and users with its modern design, advanced performance and low maintenance. It's suited for health clubs, gyms, spas and country clubs, as well as other industries where high performance is expected, such as universities and health care.

The Electronic Built-In Locker Lock boasts innovations that include an easy-to-use display screen for intuitive operation, long battery life to reduce operating costs, anti-jamming features for reliable security and the capability to accommodate single-user and multiuser settings.

The Electronic Built-In Locker Lock, which is powered by a CR123A 3-volt lithium battery that can last more than three years, provides facility owners with reduced battery purchases and replacement labor. The screen shows vacancy status, provides



» Master Lock 3681 Electronic Built-In Lock with Housing

real-time code-entry feedback and indicates lock status clearly. The lock has a low-battery warning icon and can be configured easily for single-user or multiuser settings.

The Electronic Built-In Locker Lock withstands high-moisture environments common in locker rooms. Its bolt mechanism also responds to common jam conditions, such as bolt obstruction and back pressure caused by overstuffed lockers. If the lock isn't locked securely, a jam sensor alerts users via visual and audible error notifications. When it's unjammed, the lock automatically resets to the correct state.

To access the locker, users simply create a personalized code. Facilities can open a locker with the lock's unique backup master code or with an optional administration key.

We contacted Master Lock for more information about locker locks:

Locksmith Ledger: What locker locks do you have?

Master Lock: Master Lock offers an extensive portfolio of locker locks to end users and facilities. Master Lock's portfolio includes its classic portable locker locks, built-in locker locks, multiuser locker locks and, more recently, electronic locker locks. The company also offers models to comply with the [Americans with Disabilities Act] requirement that 5 percent of new locker spaces be accessible to those with disabilities.

LL: What are the markets for locker locks?

ML: Our locker locks span a gamut of markets, including schools and universities, gyms, clubs and spas, as well as businesses that offer locker space for employees.

LL: What features make electronic locker locks worthwhile to upgrade mechanical models?

ML: In our case: long battery life, an easy-to-use display screen that

includes low-battery notification and video and audio jam alerts that deploy if the bolt is obstructed.

LL: How can locksmiths benefit from offering electronic locker locks?

ML: Locksmiths have the opportunity to broaden their range of security solutions offered to new customers and channels, such as facility managers at health clubs, gyms and spas; managers at collegiate and recreation facilities; and architect or general contractors.

LL: Where can locksmiths obtain your products?

ML: Master Lock's Electronic Built-In-Locker Lock and other locker locks are available from locker lock distributors, locker OEMs and distributors, and security hardware distributors.

More info: www.masterlock.com

SALTO XS4 Locker Lock BLE

SALTO has been a leader in providing electronic access control for lockers with the XS4 locker lock, but the new version adds Bluetooth Low Energy (BLE) functionality.

The SALTO BLUEnet access control system is networked through Bluetooth and is designed specially for lock

» The SALTO XS4 operates via an app and BLE.



applications where real-time control is required. Control and management of all access points can be done remotely and in real time.

The SALTO BLUEnet Wireless engine allows the operator to monitor live access control events and provides the ability to unlock the locker lock, change the opening mode, activate a lockdown, monitor door status or change physical access rules in the access plan through ProAccess SPACE access control management software or SALTO KS cloud-based access control.

The XS4 Locker Lock BLE also allows for battery-status management and audit-trail data recovery, again in real time.

Managers also can:

- Disseminate a blacklist on lockers.
- Update firmware through the wireless infrastructure.
- Perform an emergency opening.

The XS4 Locker Lock BLE has an ergonomic design based on the same housing and mechanical mechanisms of the original version. A locking thumbturn makes for easy use, even with wet hands.

The outer thumbturn, which has a red and green indicator to indicate the availability of a locker, has an electronically managed release. The XS4



» Salto XS4 locker lock

Locker Lock BLE is ready to install into preexisting doors, and it comes standard with BioCote antimicrobial technology.

More info: www.salto-systems.com/en-us/

Codelocks KitLock KL1100

The new KitLock KL1100, which is a radio-frequency ID (RFID) smart-card access control lock, has a modern, contemporary look through its stylish, slimline front plate.



» Codelocks
KitLock
KL1100

Two modes allow card authorization to be managed locally or remotely, so the KL1100 is suited for applications that have a large quantity of lockers and want to issue and manage cards from a reception desk, such as gyms, hospitals, hotels, schools and universities.

The KL1100 is easy to install, operate and manage. It has a powered latch that enables intuitive “push shut” closing. It’s available in a Metallic Silver or Gloss Black finish.

In stand-alone mode, the KL1100 requires a keypad Programmer (sold separately) for adding or deleting cards and managing lock functions locally. It handles up to 50 user cards per lock. In remote card authorization (RCA) mode, cards can be created and managed remotely through a computer by using the Codelocks Card Management Client (CCMC) software and a Smart Card Reader. It supports up to 250 locks within a lock group and multiple user cards per lock.

The KL1100 can be set to public or private mode. In public mode, the user presents a compatible card to an available open lock, which locks the lock. Only that user card, or a registered Technician/Master Card, can unlock the lock. The lock remains open, ready for the next user. This function is for short-term, multiple-occupancy applications.

In private mode, the same preregistered cards are used repeatedly, with the lock automatically locking after each opening.

In addition, the KL1100 provides audit-trail data through the use of an RCA Audit Card, which uploads the audit data to the CCMC software when presented to a smartcard reader. The reader is included as standard with all purchases of a CCMC software license.

Features:

- 13.56-MHz RFID cards, sold in multiples of 10
- Auto-Open at X Time means the latch automatically retracts at a pre-defined time if in a locked state
- Auto-Open after X Hours means the latch automatically retracts after a set amount of hours from when locked
- Dual Authorization requires any two authorized cardholders to present their card within 5 seconds of each other for the lock to unlock.

More info: www.codelocks.us

LockeyUSA EC790 Electronic Locker Lock

The EC790 Electronic Locker Lock is designed specifically to fit the industry-standard layout used on most steel lockers in the United States “out of the box.”

The EC790 installs in seconds and makes replacing traditional locker hardware easy. It has a simple click-together fit, with two nuts to



» LockeyUSA EC790 locker lock

secure the lock, and is designed to work with a locking bar lifter.

The EC790 Electronic Locker Lock is ADA-compliant and has Public, Private and Remote Allocation System (RAS) modes available, as well as a manual-key override.

Features:

- 2 AA batteries, up to 80,000 operations
- LED low-battery indicator

More info: lockeyusa.com



CompX Regulator

The Regulator push-button lock can be installed easily on new or retrofit applications.

It’s available in two versions: self-locking and manual locking. The self-locking version features a Slam-CAM spring-loaded latch, which allows the user simply to close the locker — no need to return the knob to the locked position — to lock it.

» CompX RegulatorAT

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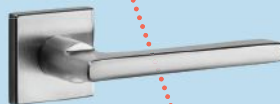
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Server Cabinet
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Corbin Russwin | SARGENT IN100

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Securitron R100

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Daily / Shared Use Mode allows for revolving user codes, so multiple users can use the ReguloR without having to reprogram the lock each time. Twenty codes are allowed per lock.

The lock's battery compartment is easily accessible from the outside, and the lock has a low-battery indicator.

Features:

- Uses 3/4-in. dia. mounting hole
- 2 AAA batteries, up to 75,000 cycles
- ADA compliant
- Satin chrome or matte black finish
- Three cylinder lengths: 7/16, 1-3/16, 1-3/4 in.

More info: www.compx.com

Lowe & Fletcher Pulsar Wet Area RFID Lock

The new Pulsar Wet Area RFID Lock is IP-65 rated and suitable for wet, high-humidity and chlorinated environments, so it's suited for pools, water parks and beaches. This lock can be used in a shared/public-use mode popular in those settings.

Being a standalone lock powered for 80,000 cycles by AA batteries, lock installation is simple. Programming is quick

» Lowe and Fletcher
Pulsar 3787
RFID lock



and performed at the lock — enrolling up to 30 cards, key fobs or wristbands.

A unique steel key override system provides supervisory control in every circumstance.

More info: www.loweandfletcherinc.com

HES K100 / K200

The HES K100 and K200 by ASSA ABLOY are flexible integrated solutions for extending access control to secure swinging and sliding locker doors.

The K100 is powered by two AA batteries and uses local 2.4-gigahertz wireless communication between the lock

and an Aperio hub to bring access control to lockers where audit

trail and real-time monitoring are required. It's intended for doors of up to 2-1/4 inches thick. The hard-wired K200 (12/24V) has Wiegand communication to connect with exist-



» HES K200

ing access control systems and deliver similar features on doors of up to 1-1/2 inches thick.

The K100 / K200 comes with locked-state monitoring and has optional mechanical key override and 150 pounds of holding force. Both models support HID multiCLASS SE card technologies.

Features:

- K100: 2 AA lithium batteries (est. battery life 50K cycles), low-battery monitoring
- K200: ElectroLynx connectors for plug-and-play connectivity
- Optional Medeco X4 SFIC cylinder key override and two keys (1 control, 1 user)

More info: www.assaabloyesh.com ■■

Tim O'Leary is an experienced security consultant and a regular contributor to Locksmith Ledger.



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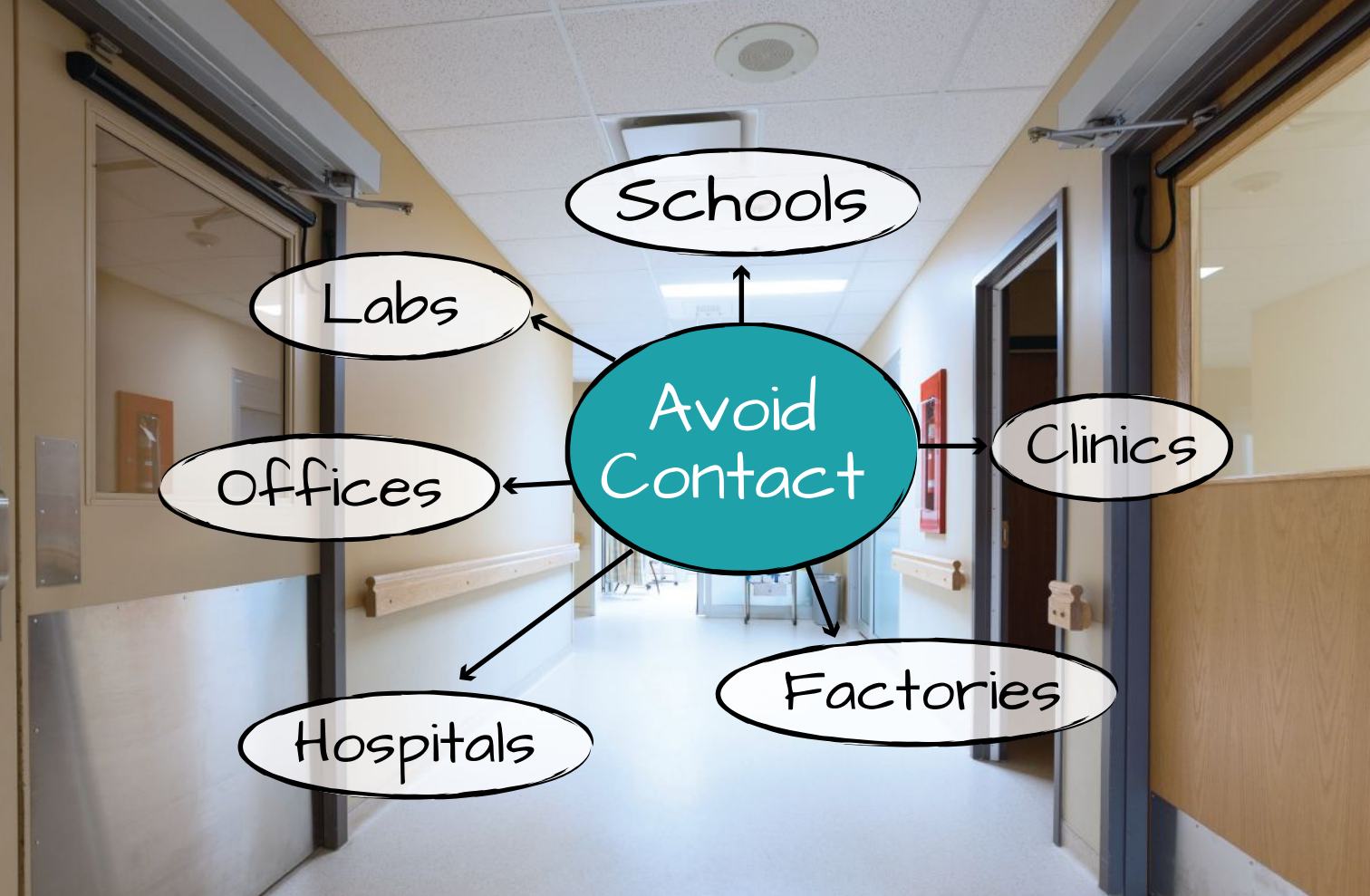
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Wireless: Dialing in the Right Frequency

As the security industry moves more to wireless connectivity, it's necessary for locksmiths to have an understanding of the technology.

We're swimming in a sea of radio signals, the density of which grows with each passing day. A portion of these radio-frequency (RF) signals is security-related, be it from alarm sensors, detectors, wireless locks, keypads, cameras and the mobile devices to which we push data as well as use to control all those devices.

The world is more dependent on wireless connectivity, and it's up to us to stay current with new developments. Whether it's a complicated, high-tech access control system or a simple electronic lock, a wireless version is available, and the additional income that it provides is well-known and worth the effort.

Let's look at three prevalent RF technologies, what they do and the devices and systems that they serve.



» Medeco XT Bluetooth pairing

No. 1 Short-Range Radio

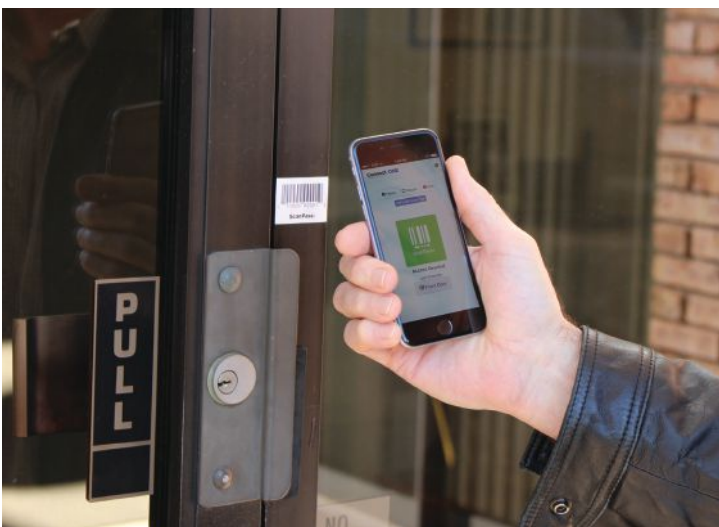
The official definition of a “short-range wireless device,” according to the Federal Communications Commission (FCC) is: “a radio-frequency transmitter device used in telecommunication for the transmission of information, which has low capability of causing harmful interference to other radio equipment.”

In part, noninterference is what Part 15 of the FCC Rules & Regulations is about. Wireless security devices avoid interfering with registered and unregistered devices by virtue of their low transmission power, narrow pulse widths, a restriction on amplitude (AM-based devices), the type of modulation methodology and other technical criteria.

Although most of the wireless technologies involved in modern-day security could be classified as short range, for the sake of this story, we'll include the following applications:

- Wireless intrusion alarms
- Wireless video-surveillance cameras
- Wireless access control
- Wireless vehicle-detection sensors
- Residential wireless smoke alarms

In the above applications, there might be fundamental differences in the technologies involved, such



» ScanPass from Connected Technologies



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Electronics & Access Control

as the method of data modulation, length of transmissions (pulse duration), pulse width and such, but the one thing they all have in common is the direct application of security.

Using Narrowband RF

Traditional wireless commonly uses the narrowband 433-megahertz (MHz) and broadband 915-MHz spread spectrum. Transmitters in those frequencies come in the form of door switch sensors, wireless motion detectors, keypads without wires and even sirens that receive the command to sound off through the home electrical system to which they attach.

Where narrowband RF features encrypted data modulated onto a 433-MHz carrier signal, spread-spectrum systems use multiple frequencies in such a manner that other RF sources can't interfere with reception or transmission. Narrowband operation won't hamper traditional licensed services because of reduced signal strength and short signal duration.

Inovonics, for example, uses spread-spectrum technology in its line of products, which includes the following:

- Analog current and voltage data transmitters
- Analog temperature and humidity transmitters
- Water detectors
- Temperature sensors
- Carbon dioxide detectors
- Differential pressure transducers

These are in addition to a full complement of wireless fire and security devices.

Using Broadband RF

Without a doubt, the use of broadband spread spectrum is far less than that of traditional narrowband.

Nortek Controls (formerly Linear) has an assortment of wireless products, such as the Xtended Range transmitter/receiver. Composed of paired



» DMP camera family

transmitter-and-receiver units, these units come in one-, four- and 16-channel combinations, so you can control up to a like number of devices at a remote location. Examples include, but certainly aren't limited to the following:

- Turnstiles
- Motorized vehicle gates
- Lights
- Live camera views

In addition, there is the tried-and-true, single-channel garage door opener.

DSC offers a wireless handheld transmitter that uses short-range RF that can be programmed to control lights as well as a garage door, the arm/disarm function of an alarm system and a panic-alarm button. DMP also offers wireless keypads, door/window transmitters, motion detectors and more.

Additional makes and models of wireless systems are capable of adapting to any other manufactured wireless transmitter. Alula's security system, in particular, comes equipped with several wireless technologies, including cellular 4G and 5G for primary or secondary communications with a central monitoring system (CMS).

No. 2 WPAN

Wireless personal area networks (WPAN's) serve computerized electronic

devices in the immediate area of an individual(s). They're used to interconnect computers, printers, mobile devices and a variety of other devices. This can include connectivity between a small workspace and a larger network within a home or commercial facility.

The most common wireless technologies used for this purpose include Bluetooth, ZigBee, Z-Wave and near field communication (NFC). In security, the most common ap-

plications might include the interconnection of an electronic door lock with an alarm control panel, the control of appliances, such as heating and cooling equipment and interaction between mobile devices and electronic locks.

Smartphones equipped with NFC can send access data to corresponding access readers by merely passing near to them.

The Use of Bluetooth

Bluetooth is a short-distance technology designed to allow data transference between devices, such as a smartphone and a door lock on a commercial business or home.

The technology was invented by Jaap Haartsen, a Dutch engineer, and now it's managed by the Bluetooth Special Interest Group (SIG). This SIG is composed of more than 30,000 companies that use



» DMP keypads



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it for telecommunications, computing, networking and consumer electronics. In the security business, we use it, as mentioned, to send data to and from a smartphone or tablet to an electronic wireless lock.

A good example of this is DSC's Touch 7-inch All-in-One TouchScreen. According to DSC, the smart panel integrates with Alarm.com to manage home-security capability. Alarm.com is a comprehensive home-control platform that you can use to make additional recurring monthly revenue by reselling the service to your customers.

The DSC display keypad allows up to 242 role-based user codes, which grant programming access to people based on their "role." The six access levels include dealer PIN, installer, master code, regular user, a guest code for one-time use (if desired) and one that generates a duress alarm. Duress is used when the end user has to deactivate the system in a normal manner without making a criminal who's holding them hostage aware that a silent duress signal was sent to the central monitoring station. All of this is made possible through the use of WPAN technologies.

Another example of an alarm system that uses WPAN technologies with mobile devices in conjunction with cellular or internet access and Wi-Fi connectivity is the DMP 738Zplus module, which allows users to control a variety of devices in their home or small business, including connected Z-Wave devices.



» DSC's Touch 7-inch All-in-One TouchScreen

No. 3 Wi-Fi

We're seeing the proliferation of Wi-Fi in the security world. Most of us aren't aware of it, but Wi-Fi is an acronym of sorts for the term "wireless fidelity." It's actually a technical standard developed by the IEEE (Institute of Electrical and Electronics Engineers).

Modern security systems increasingly use 2.4-gigahertz (GHz) Wi-Fi for an assortment of purposes. It's used for transmitters as well as communication with a CMS. Although this method of wireless typically is free of technical snags, there are times when it isn't robust and suitable from the standpoint

of transmission distance.

When coverage becomes a problem, this is when repeaters come into play. The other method used to increase range in the Wi-Fi 2.4-GHz band is to use more than one gateway. In most cases, when used in this manner, all connected gateways act as a single processing point.

Security systems as well as electronic locks use Wi-Fi.

Wireless access points provide connectivity between controllers, local area networks, alarm panels, the internet, video cameras, locks, keypads, readers, transmitters fastened to doors and windows, and more.

No matter which wireless technology you work with, you're assured of one thing — that your client expects wireless technology. With a little bit of effort, you can learn the positives and negatives associated with each one to determine which system is right for any and all situations. ■■

Allan B. Colombo is a longtime trade journalist and professional in the security and life-safety markets. Contact him at locksmith.ledger@securityenews.com, 330-956-9003 or www.tpromocom.com.



» HID Signo readers

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Introducing the new KL1100 RFID

The KL1100 gives any environment a modern, contemporary feel. Adding the optional pull handle provides the first locker lock solution to the market that is completely ADA compliant. Choose between offline or cloud based software options to configure your locks and cards. The KL1100 is perfect for applications with a large quantity of lockers such as gyms, leisure centres, hospitals, hotels, schools and universities. Available in a Metallic Silver or Gloss Black finish.

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control + convenience

New Products: Innovation Doesn't Stand Still

Handling product launches in the COVID-19 era requires the same ingenuity that led to the product in the first place.



» BEST Switch Tech

In an era when large-scale in-person trade events have all but disappeared, how can manufacturers launch products successfully? Although the challenge of social distancing during the COVID-19 pandemic can't be overcome fully, smart companies are applying the same level of ingenuity that they used to develop their product innovations in the first place — by thinking differently about creating buzz for their solutions that solve their customers' problems.

There are three basic steps.

Step 1: Think logistics, not statistics

Study the operational and communications weaknesses of your customers first. What's changed with them since you last connected? How do they have to receive information from you? Are your key and target customers reliant on technology from home to navigate their workday? How has their ability to collaborate changed? Typical product launches focus on citing relevant features and benefits, but in today's atypical work environment, the customer's

daily work experience can be a barrier. Data cited versus that experienced can get lost.

Then, reposition your marketing messages as learning opportunities, to help customers stay informed about the industry and your products through

livestream or recorded self-paced events.

- Schedule a livestream reveal that features company leaders, subject matter experts and partners. Host it on YouTube or a similar platform and promote the event via email. Give customers a chance to interact "on set" through virtual engagement.
- Audit your showroom and production facilities. Can they be used for more-personalized in-person brand experience visits when possible? How can they be used virtually to replicate an in-person experience with your products?
- Sponsor free, self-paced educational courses. Although this takes effort to ensure that content integrity and formatting meets or exceeds industry standards for continuing-education units, it's well worth it. Develop courses on industry topics that enable professionals to gain knowledge and earn credits through a recognized platform.

Step 2: Free problem-solving live

Create live or almost-live events that allow customers, prospects and partners to engage with you directly. Enhance the "screen time" with demos and action-oriented content that answers "How?" and "Why?" questions in addition to simply stating "What's" happening. Consider an approach that's focused on what customers have to know about how your new products help them to improve their daily operations — even if they can't make immediate purchase decisions — and what seeds you can plant for longer term planning. What information do you have that can solve some of your customers' problems or get them to think about your products in a new way?



» PHI Precision 2110VI

- Create a video or podcast series. Allow subject-matter experts to present short, actionable videos or podcasts that provide helpful tips to partners, customers and prospects in an entertaining way. This provides “snackable” content for customers and showcases the expertise of your team.
- Host “open mic” days and tech talks. Schedule live webinars on interesting industry topics, including an opportunity to meet leaders in a virtual-learning setting. For example, how can door hardware products — some of the most touched surfaces in any building — remain safe and clean? What are the advantages of antimicrobial finishes and touchless options to promote healthy environments? Allow time for questions from the audience and open discussion to make it a more personalized session. Promote the webinars through email and social media. Our dormakaba Open Mic Mondays have become a popular weekly stop for much of our audience.

Step 3: Adapt, Adapt, Adapt

Now is the time to experiment with new technology to create as close to an “in-person” experience as possible.

- Gamify your marketing. So-called gamification tools encourage engagement with products and services in a simple, mobile-friendly learning platform. Players can learn on the go, on demand and in seconds. Our new dormakaba gamification tool, for example, allows you to test your knowledge of our brands, products and market applications. It also connects products with each other and can be used to help customers to solve problems.
- Launch AR and VR technology. Virtual reality is new and can be cost-prohibitive, but it’s emerging as a desirable option to create close-to-in-person engagement. Identify which of your products require that type of experience and work to develop an augmented- or virtual-reality presentation that captures their attention and showcases your best-of-the-best innovations.

New products always are in the pipeline for most manufacturers, because innovation doesn’t stand still. Ensure that your new products receive the attention they



» BEST Wi-Q



» RCI 910TC

deserve regardless of the times. Reimagine product rollouts with creative technology integrations that provide close-up experiences. You have a good story to tell — showcase it! ■■

Jill Delaney is assistant vice president, brand and marketing communications at dormakaba Americas. She can be reached at jillian.delaney@dormakaba.com.

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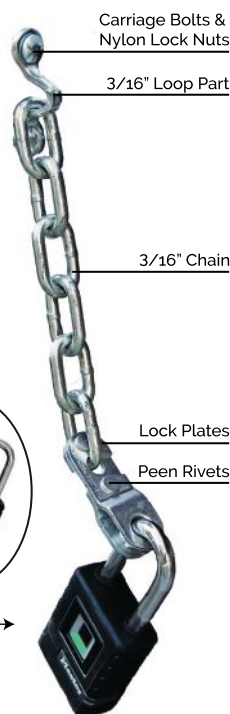
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HODGE
PRODUCTS INC.

Request Information: www.locksmithledger.com/21136633

2020 New Products

RCI 910TC Touchless Switch

The RCI 910TC touchless switch is a unique low-profile touchless actuator plate utilizing capacitive technology

for the activation of automatic doors. It allows hands-free door opening applications to help reduce the spread of germs and bacteria. It is easy to install and functions with many automatic door openers. The 910TC features an adjustable detection zone to reduce unwanted activations and when the device is activated, the indicator light (waving hand) will change color.

Learn more: www.dormakaba.com/us-en

» Request Information: www.locksmithledger.com/12396338



Medeco Intelligent Keys

Medeco Intelligent Key System products, including electromechanical cylinders and keys, provide controlled access, accountability, physical security, and

system management, all in a retrofit cylinder solution. Medeco Intelligent Key Systems provide many of the same benefits as a traditional electronic access control system, yet the installation is more efficient and cost-effective.

Options include: Medeco XT (pictured), M³ and X4 CLIQ and Classic CLIQ.

More Info: www.medeco.com

» Request Information: www.locksmithledger.com/12441438



CyberLock Padlocks

CyberLock announces the availability of the PLTX-01KR-DR and the PLTX-02KR-DR padlocks. Both models pair a heavy-duty CyberLock

cylinder with a hardened steel Anchor Lås padlock body.

Quickly schedule and review access with the powerful CyberAudit-Web software. Permissions for each lock and key can be changed effortlessly, enabling precise control over access to every entry point. Email alerts and audit reports keep management informed of each person's activities, including denied access attempts.

Pairing CyberLock's CLTX-PL5WRD electronic cylinder with the rugged Anchor Lås padlock gives organizations the power to extend access control to any location. The CyberLock cylinder has attack- and tamper-resistant features, while the Anchor Lås padlock body has a Grade 4 rating per EN12320-2012. With no battery to replace and CyberLock's unique sealed keyway, the PLTX-01KRDR and PLTX-02KR-DR can perform in some of the world's harshest environments. The CLTXPL5WRD cylinder has been tested to Grade 5 corrosion resistance, the highest rating available under EN16864:2017. In addition, the cylinder is key-retaining, which helps to ensure the padlock is locked before leaving the site.

More info: www.cyberlock.com

» Request Information: www.locksmithledger.com/21142214

pdqSMART-XLS

Technology is driving our world. Business owners and property managers demand more than security from access control. Convenience, efficiency, ROI, simplicity and affordability

are must-have requirements. pdqSMART-XLS is THE business solution that delivers all this and more. Features include:

- Mobile-centric Bluetooth access control, so you can lock or unlock from your smartphone.
- Can be installed on any existing network. No third-party integration needed.
- Flexible control: smartphone, RFID, PIN, smart remote, smartwatch, key.
- Cloud-hosted software with wireless mobile management.
- Scalability for thousands of devices and users.
- Retrofits are simple; devices fit standard door prep.
- Plug-and-play system.
- Affordable, with no hard wiring, no control panels, no servers or IT guru required
- Locks are futureproof with Over-The-Air firmware updates
- Durable commercial Grade 1 certified locks are built to last.

More info: www.pdqsmartnetworked.com

» Request Information: www.locksmithledger.com/21140974





Keyscan Aurora

In the event of any emergency protocol, the enhanced lockdown function is designed to allow authorized users to initiate one or more lockdown scenarios by clicking the icon on a PC desktop. The lockdown immediately secures doors, elevator floors and E-Plex wireless locks on any Keyscan control units on the same LAN/WAN/WLAN network. This trusted Aurora feature is ideal for schools or any environment where threat response plans are demanded.

More Info: dormakaba.us

» Request Information: www.locksmithledger.com/21123235

New Trine Strikes

Trine introduces its 3275VRP-LC Surface Vertical Rod strike for top-rod applications, with the following features:

- Used 3000F strike body (world's smallest strike) – 1-11/16 x 1-1/32 in.
- Line conditioner included: 11-29 VAC, 12 & 24 VDC and continuous duty
- Works with Pullman latches

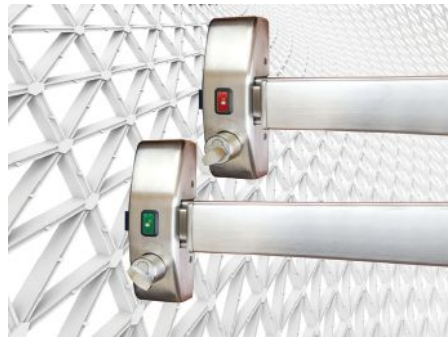


Also new from Trine is the 3250SOM-LC Concealed Vertical Rod strike for top-rod applications, with the following features:

- 3000F strike body
- Line conditioner included: 11-29 VAC, 12 & 24 VDC and continuous duty
- Works with U-shape latches, such as Dor-O-Matic, Kawneer, First Choice
- Two finishes in the box – aluminum & Dark Bronze

More info: www.trineonline.com

» Request Information: www.locksmithledger.com/21145132



PHI 2110VI Exit Device with Intruder Function & Visual Indicators

Designed for high-occupancy areas, including classrooms and auditoriums, the Apex 2110VI exit device allows for a code-compliant safe egress with visual and directional indicators for faster security lockdown. It also features an embossed directional indicator with quarter-turn (90 degree) activation and is available in a variety of finishes, including an antimicrobial coating.

More info: www.precisionhardware.com/products/apex2110vi

» Request Information: www.locksmithledger.com/21134735

Adams Rite P8800 Pullman Rim Exit Device

Adams Rite Pullman Rim Exit

Devices have an exciting solution



for narrow-stile aluminium (P8800), hollow metal and wood (P8700) applications that require an exit device that has a 3/4-inch Pullman latching solution.

The Pullman rim exit devices are ANSI/BHMA A156.3-2014 Grade 1 certified, for the ultimate in strength and security, and designed for optimal performance in high-use areas. They're available with essential mechanical and electrification options, including cylinder dogging for increased security functionality and motorized latch retraction, monitoring and alarm to provide electrified out-of-the-box solutions for integration with existing access control systems. P8800/P8700 exit device models provide compatibility with a wide selection of products to deliver a fully crafted solution. They're designed particularly for retail storefronts, multiuse commercial offices, schools, medical centers and financial institutions where access control and accessibility are required and high performance is expected.

More info: www.adamsrite.com/exitsolutions

» Request Information: www.locksmithledger.com/21141902

2020 New Products

Securitron AQL Intelligent Power Supplies

Discover the next evolution of ASSA ABLOY Power – Securitron AQL Intelligent Power Supplies. Now single-, dual- and multivoltage capable, Securitron AQL has a variety of relays and distribution boards in three-, four-, six- and 10-amp

configurations. Netlink Network Monitoring gives you the ability to analyze, control and test your customer's power system and batteries from your desk or smart-phone. Live system notifications alert you to problems before they arise,

allowing you to take a more proactive approach to customer care and maintenance. By harnessing the reliability of ASSA ABLOY and the innovation of LifeSafety Power, the Securitron AQL Power Supply Systems provide a unique out-of-the-box solution to support any power supply demand.

More info: www.assaabloyesh.com/en/products/power-supplies/intelligent-power-supplies

» Request Information: www.locksmithledger.com/21142258



RCI DKPS Power Supply Series

The RCI DKPS Series power supply by dormakaba is available in three models, each providing a nominal continuous supply current. It's designed

to convert 120-240

VAC, 50 or 60 hertz

into a continuous

two-, four- or six-amp

supply at 12 or 24 VDC

power outputs. The

DKPS series includes

a power-distribution

controller board that

features electronic

over-current protec-

tion on the voltage

outputs that can be used in a wide array of access control and

egress-door applications. Application permitting, the DKPS

series power supply provides several standby battery options

for continuous power in case of an AC power failure.

More info: www.dormakaba.com/us-en

» Request Information: www.locksmithledger.com/21142428



Lowe & Fletcher Horizon RTC Lock

New at Lowe & Fletcher is the Horizon RTC lock. The RTC stands for "real time clock" and allows this lock to be programmed to operate within set time and date periods. For example, you can set the lock for access Monday through Friday, between 7 a.m. and 3 p.m., using Lowe & Fletcher's

free online Remote Allocation System (RAS). Topping off this affordable cabinet, drawer and locker solution is a unique steel key override system that provides supervisory control in every circumstance. The Horizon RTC comes with a long warranty, great battery life, easy cleanability and high security.

More info: www.loweandfletcherinc.com

» Request Information: www.locksmithledger.com/21142209



Dortronics Hands-Free Touchless 5278 series

Dortronics

Systems' 5278

Series Touchless

Switches provide a

healthy solution for

hands-free access

control and various

operations. They

use Optical Infrared

Technology, which

allows a simple

wave of the hand to activate the switch without ever touching any surfaces, significantly reducing exposure to germs and viruses. They're ideal for myriad applications in laboratories, hospitals, schools, campuses, air locks, clean rooms or drive-up windows.

In addition to being touchless, 5278 Series Touchless Switches feature an illuminated LED ring for increased visibility that changes from red to green when activated, and they're available in single and dual stainless steel plate configurations. A handicap logo option is available to fit all needs. The illuminated LED ring designates switch status and allows for visibility under low-light conditions. The LED ring is red during the normal standby mode and green when activated in trigger mode.

More info: www.dortronics.com

» Request Information: www.locksmithledger.com/21142526





BEST Wi-Q

BEST Wi-Q Series delivers intelligence at every door. Now integrating with Mercury systems, the Wi-Q Wireless Access Solution provides

exceptionally efficient wireless access control technology that's compatible with a host of access control systems. The Wi-Q Series incorporates electronic locks, card readers, door-position switches, request-to-exit switches and door-control switches in one integrated device connected wirelessly to a remote portal.

More info: www.bestaccess.com

» Request Information: www.locksmithledger.com/21142420



BEST Switch Tech

Switch Tech is a simple switch ... to a smarter lock! Switch Core transforms mechanical small-format interchangeable core locksets into digital access control devices quickly and easily. Because everybody has a smartphone, additional keys no longer are necessary. Using revolutionary Bluetooth Low Energy credentialing, customers can apply high-security electronic access control at any lockset — at a fraction of the cost of traditional access control systems.

More info: timeforaswitch.com

» Request Information: www.locksmithledger.com/21142351



SDC Hands-Free Door Solution

SDC's Hands-Free Door Solution is a common-sense answer to help businesses, schools and organizations to reopen or stay open during the pandemic crisis and provide peace of mind. A wave of the hand activates the door for entry or egress. Never touch a door again on the way in or out of a room or facility and meet the demand to fight the spread of infection. Components include:

- Auto EntryControl Low Energy Swing Door Operator
- 474 No Touch Wave-To-Open Switch

More info: www.sdcsec.com/handsfree

» Request Information: www.locksmithledger.com/21145139

BEST Series Door Closers

The mainstays of a safe door, door closers control a door and protect the security and safety of a building and its occupants. BEST has a portfolio of technologically advanced door



control solutions that suit a variety of applications. BEST closers provide maximum protection against fatigue and abrasion. Built to meet the requirements of ANSI A156.4 and comply with barrier-free requirements, these closers can be used with a wide array of aluminum, wood or hollow metal doors and frames.

More info: www.bestaccess.com

» Request Information: www.locksmithledger.com/21142423

CompX Pin Tumbler Replacement Cylinders

With CompX replacement cylinders for original National keyways, there's no need to repin and cut new keys — just replace the cylinder.

Two cylinder sizes are available: 7/8-inch and 1-3/8-inch. Each replacement cylinder size works on door and drawer applications. Keyed Alike, Keyed Different and Masterkeyed Key Different keying plans are offered. The package includes a locking cylinder, two keys and a sleeve.

The Advantage Plus feature allows you to remove the cylinder while the lock body remains in place, quickly replacing cylinders with only a 5/64-inch Allen wrench.

More info: www.compX.com

» Request Information: www.locksmithledger.com/21145133



2020 New Products

Access8 Door Access Control System

The Access8 Door Access Control System provides the easy-to-use door security that your customers want. The Access8 features a “plug-and-play” design that efficiently powers up to eight doors and card readers. In addition to state-of-the-art touchscreen technology, the Access8 is simple to program and allows for an audit trail and access levels for truly robust control. With support for cards, key fobs and smartphones, the Access8 is the flexible yet powerful access solution that smaller buildings demand.

More info: www.fcbp.com

» Request Information: www.locksmithledger.com/21142235



BEST Dual-Layer Proximity & Keypad Reader



The BEST PKP reader is a proximity reader and keypad designed to function with BEST Offline V and Wi-Q product lines. For cylindrical, mortise and exit trim devices, the PKP reader keypad provides dual verification by prompting users to present a credential or enter a PIN (or both). BEST PKP readers function with multiple 125-kilohertz and 13.56-megahertz credential types.

Additional features include:

- Prevents spreading germs with antimicrobial bezel for enhanced cleanliness.
- Enforcement of card presentation and PIN entry for secured areas.
- Temporary or permanent PIN with designated access privileges for applications where cards aren't issued.
- Minimizes malfunction because of dust and debris accumulation through membrane-style keypad surface.

More info: www.bestaccess.com

» Request Information: www.locksmithledger.com/21143933

Mul-T-Lock Antibacterial Keys

To make customers feel safer, Mul-T-Lock introduces antibacterial keys for all Mul-T-Lock's various cylinders, locks and padlocks.



Antibacterial properties help to reduce the growth of unwanted bacteria on the key surface. The new antibacterial plastic key heads include an agent that reduces bacterial counts on the key surface. Both the antibacterial key heads and the metal keys have been tested according to the ISO 22196 standard to show a lower bacterial contamination compared with other keys.

The new antibacterial plastic key heads are designed to be dark green to differentiate them from other keys. If you prefer metal keys, look for the “Antibacterial” logo on the keys.

More info: www.mul-t-lock.com

» Request Information: www.locksmithledger.com/21143149

Detex Touchless Activation Switch

The hands-free operation of the touchless activation accessories make them ideal for Americans with Disabilities Act applications and locations where hygiene is important, such as operating rooms, clean rooms and other health-care facilities.



Features of Detex's

NGX-SW NexGen Infrared Touchless Activation Switch include:

- Adjustable operating range of 3–7 inches
- NexGen technology using rapid infrared pulses, to ensure accurate detection
- Onboard battery for necessary power
- Adjustable response/reaction time of zero–1.5 seconds
- Clear transmission exceeds 30 feet
- ADA-compliant hands-free, germ-free operation

More info: www.detex.com

» Request Information: www.locksmithledger.com/21144170



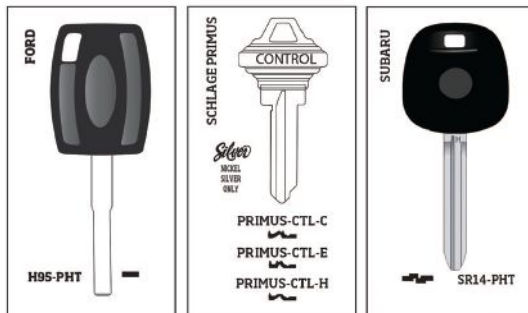
ABUS Silver Rock 5/50

ABUS USA released its latest padlock, the Silver Rock 5/50, designed to take job-site protection to the next level.

Construction sites use job boxes to store materials, tools and heavy equipment, and theft is a costly industry-wide challenge. Because of its solid zinc body, the Silver Rock 5/50 withstands outdoor elements and has a precision five-pin cylinder and paracentric key cuts that safeguard the lock from being tampered with or broken into easily. The Silver Rock 5/50 is available in keyed-different or keyed-alike versions, allowing job-site box users to service the same key across multiple Silver Rock 5/50 locks. The hardened steel shackle comes with NANO PROTECT coating for increased protection against rust.

More info: www.abus.com

» Request Information: www.locksmithledger.com/21143458



New Jet Key Blanks

Jet Hardware announces the availability of the following new key blanks:

- **H95-PHT.** 2-track high-security 128-bit transponder key for the following Ford vehicles: Fusion 2013-16, F-150 2015+, Explorer 2016+, SuperDuty F250/350/450/550 2017+, EcoSport, Expedition Max SSV 2018+, Ranger, Transit Connect 2019+
- **SR14-PHT.** 128-bit transponder key for the following Subaru vehicles: Impreza 2017+, Crosstrek 2018+, Ascent, Forrester 2019+, Legacy, Outback 2020
- **Primus CTL-C and CTL-E.** Schlage Classic Primus C keyway and E keyway six-pin control keys
- **Primus CTL-H.** Schlage Classic Primus H keyway six-pin control key, master for Primus C, Primus CE and Primus keyways.

More info: www.jetkeys.com

» Request Information: www.locksmithledger.com/21141899

M Clamp for Keyline Gymkana 994

Unlock new features that will help you increase your automotive and residential business with the new M Clamp for Keyline

USA's Gymkana 994 key machine. The M Clamp allows the user to cut for automotive single-side, residential and VATS keys (with separate adaptor). This is a great addition for a compact and versatile electronic machine, such as the Gymkana 994. If you're an automotive-focused locksmith, the M Clamp will allow you to cover single-side car and truck keys and General Motors VATS keys. If you provide residential key cutting or lockout service, the M jaw can replace your manual key cutter. With these new capabilities, the Gymkana 994 has the power to become your go-to machine for any key-duplication service.

More info: www.keyline-usa.com

» Request Information: www.locksmithledger.com/21143779



Framon Safe Deposit Killer Kit

Framon's new Safe Deposit Killer Kit makes quick-and-easy work out of drilling S & G and Diebold safe-deposit-box locks.

When traditional methods can't be used because of a plastic or flimsy door, the killer kit is your answer.

Simply insert the appropriate guide into the keyway and use a hole saw to drill out the face of the plug for easy entry in minutes. The kit comes with three guides and two hole saws in an easy-to-store plastic carrying case. Made in the USA.

More info: www.framon.com

» Request Information: www.locksmithledger.com/21145134





D&D SureClose ConcealFit

D&D Technologies introduces its robust ConcealFit Closer and Hinge Set, the world's only hydraulic concealed closer and hinge set that's in an all-in-one combination. The new closer and hinge kit is suitable for interior and exterior applications for doors and gates.

Door applications: The ConcealFit Door Closer and Hinge set provides concealed, clean openings for an elegant, distinctive and timeless look. ConcealFit includes four positional adjustments: lateral, vertical, depth and inclination to ensure perfect installation, as well as adjustable closing speed, latching speed and backcheck, allowing a quiet, custom close with no slamming. The ConcealFit features a UL10C fire rating, is suitable for Americans with Disabilities Act (ADA) use and is ideal for hotels, offices buildings, high-end residences and safe rooms. It's applicable for wood, hollow metal and fiberglass doors.

Gate applications: The ConcealFit Gate Closer and Hinge set delivers unparalleled security with a gate gap as low as 5/64 inches, no exposed parts for use as a climbing foothold and can't be vandalized. The ConcealFit is suitable for ADA use, and the available weld boxes make for easy installation within the gate and post. The gate closer and hinge set is ideal for schools, utilities, businesses and multifamily residential settings.

More info: www.ddtech.com

» Request Information: www.locksmithledger.com/21143951



SELECT Hinges — 5-Minute Wire Fix

Electrified doors are notorious for failing. When they do, they're difficult to repair. Not anymore. With SELECT's Accessible Through-Wire (ATW) electrically modified concealed hinge, you can remove the cover plate, access the wire problem and make repairs in less than five minutes. Preps are available for new and existing entryways.

More info: www.select-hinges.com

» Request Information: www.locksmithledger.com/21143940



Autel MaxiIM IM608

Autel continues to expand the functionality of its MaxiIM IM608 key-programming tablet with General Motors software update version 2.90, which expands the tablet's substantial All Keys Lost capability to program smart and blade keys for GM vehicles. Autel also announces that all its tablets have been certified by FCA to access the Secure Gateway (SGW) module on its vehicles. Shops register through AutoAuth, an authentication service between the FCA server and Autel tablets.

More info: www.autel.com

» Request Information: www.locksmithledger.com/21144723

Camden Bluetooth-Enabled Card Reader

Camden Door Controls introduces a mobile-ready reader based on radio-frequency ID technology that combines Bluetooth Low Energy (BLE) and contactless smartcard technologies.

During operation, it's capable of reading data stored on a contactless smartcard credential via high frequency. In addition, it also reads data from a mobile credential stored in a smartphone's wallet app via BLE technology — without physical contact — and then pass the data obtained to the physical access control system.

CV-7600 readers also are compatible with MIFARE prox cards and fobs. This feature gives system managers the ability to assign the best or preferred type of credential for each system user.

More info: www.camdencontrols.com

» Request Information: www.locksmithledger.com/21145168





Trilogy Privacy Digital Pushbutton Locks

Trilogy Privacy Digital Pushbutton Locks from Alarm Lock, featuring an inner privacy push button, are an ideal wireless solution to quickly and easily convert restrooms into single occupancy to create social distancing and help avoid the spread of virus. As described on its multilingual self-adhesive sign, upon entering with a PIN or prox ID card, the user simply pushes the privacy button on the back of the lock (inner door) to ensure privacy. The red LED on the outer, keypad side of the door flashes to indicate that the restroom is occupied. The lock won't open from the outside until the user exits or, optionally, the privacy session "times out" after a preset duration. A GermAway antimicrobial finish is available. It retrofits standard locksets and is available in stand-alone or Networx server-networked versions, models P/DL4100 or PDLN4100, respectively.

More info: www.alarmlock.com

» Request Information: www.locksmithledger.com/21144162



TownSteel e-Genius 5000

The TownSteel e-Genius 5000 is the only double-locking lockset on the market that has the capability to open and lock a latchbolt and deadbolt through a single lever motion. It provides real-time remote access and control of multiple locks and devices, including a 2,000-audit trail, using the TownSteel App. This lock is UL 10C 3-hour rated.

More info: www.townsteel.com

» Request Information: www.locksmithledger.com/21142632

Olympus 721DR and 721DW Drawer and Cabinet Locks



New from Olympus Lock are the 721DR and 721DWSFIC deadbolt door and drawer cabinet locks. These locks accept BEST, Arrow, Falcon, KSP, Schlage small-format interchangeable cores (SFIC) or equivalent. Compatible electronic cylinders include Medeco Nexgen XT or VIDEX CyberLock SFIC.

Retrofits: Best 3L

Reversible: Field-reversible between door and drawer functions

Long bolt: Extends bolt 3/4 in. on both ends; specify **-LB** option when ordering

Testing: Passed ANSI/BHMA A156.11 Grade 1 performance requirements

US Patent Nos: 4,899,563; 4,920,774

Body: Zinc die cast

Barrel diameter: 1-1/8 in.

Cylinder length: 1-1/4 or 1-3/8 in.

Finish: US26D (satin chrome), US4 (satin brass) or US10B (oil rubbed bronze), US19 (flat black); 1-3/8-in. barrel length locks available in US26D finish only

More info: www.olympuslock.com

» Request Information: www.locksmithledger.com/21144176



HPC Cannabis Closet Concealer

HPC / Hudson Lock now offers its Cannabis Closet Concealer safe for those in the lucrative CBD industry. This closet safe is installed easily.

First, cut a hole in the drywall. Measurements are included. Then simply slide in the HPC Cannabis Closet Concealer, and screw it to the studs.

It comes with a resettable four-wheel combination.

More info: www.hudsonlock.com

» Request Information: www.locksmithledger.com/21145136

Corporate Profiles

Automation Control Systems Srl (ACS) was established in 1987 in the town of Cadelbosco di Sopra, near Reggio Emilia in the Italian technological region of Emilia Romagna.

For more than 30 years, ACS has been designing, building and supplying automatic machines and equipment for the production of keys and cylinders for security locks in the residential, commercial, institutional and automotive sectors.

ACS's mission is to satisfy and support its customers, by means of machines and technologies to accurately perform the processing on the keys (bitting, milling, coining) and on the components of the cylinder (plug broaching, cylinder drilling and tapping). In addition, ACS also specializes in automations regarding the complete assembly of the pins and tumblers into cylinders and padlock bodies (pinning).

ACS is part of the Cleverttech Group, which excels in the design and supply of complete and turnkey solutions for the palletization and depalletization of all types of food and consumer containers.

ACS North America assists customers in the USA, Canada and Mexico. Unfortunately, we won't be able to meet in person at the 2020 edition of the ALOA Expo, but we remain at your disposal to find solutions to

ACS



your projects. You'll find the details of our automations on our website and on new Facebook and LinkedIn pages.

Product Focus

In addition to the range of traditional and customized machines, ACS develops solutions and technologies to meet the specific needs of customers producing keys and cylinders for locks.

The latest innovation is embodied by the **Twin Broaching machine K12-Special**, where two broaching units are merged in parallel and controlled by a central programming panel.

This new solution allows you to broach two plugs on each side simultaneously, while maintaining an identical keyway profile or adopting two different ones. Moreover, the two broaches can work independently: One could stop to swap the broach set or for maintenance purposes while the other continues its process.

All these new features translate into an increase in productivity and organization, leading to a significant reduction in direct production costs and asset depreciation. ■

Contact: Paolo Benzi | +1 (514) 581-7760 | p.benzi@acs.re.it

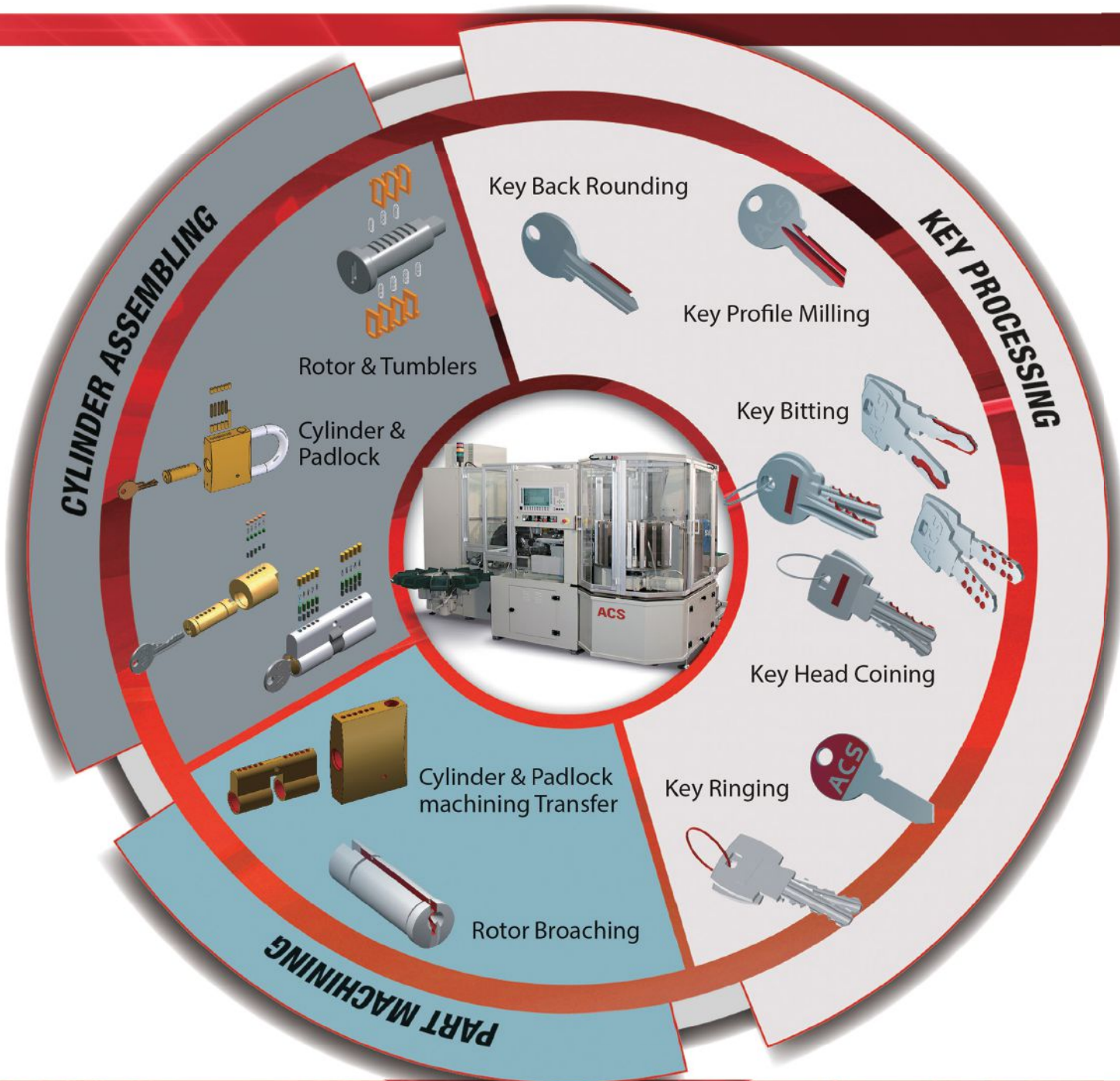


ACS

 THE KEY OF
YOUR SUCCESS

The best solutions for your lock manufacturing

CLEVERTECH GROUP
 HANDLING
YOUR SUCCESS



www.acs.re.it



North America: ph. +1 (514) 581-7760

A.C.S. North America - 24880 Burnt Pine Dr. - Suite 2 Bonita Springs - FL 34134 USA

Request Information: www.locksmithledger.com/12415858

Corporate Profiles

Autel Key Programming - Unlocking Your New Revenue Stream

The days of basic metal-cut automotive keys are long gone. As the new theft deterrent evolves, automakers transformed the modern tumbler turner into all manner of multifunctional key fobs, smart cards and app-based vehicle access options. With a larger variety of options, today's automotive key programmer calls for a mix of computer geek, electronics expert

AUTEL®

immobilizer each time the vehicle is started. (In the previous transponder that used a single code, thieves were able to use an electronic device known as a "code grabber" or radio scanners

to intercept the code and enable the thief to steal the vehicle.)

The popularity of the chip increased, and more than 90 percent of vehicles now have keyless entry/ignition as an option, Edmunds.com reports. Although the science regarding the keyless ignition system is the same, with the vehicle immobilizer approving a signal to start the vehicle, keyless vehicle systems require several additional support modules and components. This complexity prompted Autel to develop its MaxiIM tablets, which combine the company's long-proven diagnostic prowess with advanced immobilizer and key programming software into one scan tool. The IM508 is a 7-inch all-systems diagnostic and all-service Android-based touchscreen tablet capable of programming keys and immobilizers on U.S. and Asian vehicles. The IM508's capabilities include Key Learning, Remote Control Learning as well as Key and Remote Control Adding. The tool has diagnostics and service functions.

The MaxiIM608 is a more advanced 10-inch key-programming and diagnostic Android-based tablet that has expert-level IMMO and key-programming functionality, including the capability to perform Add/Remove/All Keys Lost key-learning on U.S., Asian and European vehicles. The IM608 performs key learning directly through the OBDII port on 85 percent of vehicles in North America. The tablet reads the immobilizer pins and password directly from the vehicle and stores this information to use later when learning the newly programmed keys to vehicle. Depending on your diagnostic skill, Autel has the key-programming tool to fit your requirements. ■



IM508 and XP200

and vehicle diagnostician. To provide a scan tool that covers all these requirements, **Autel** designed a line of key-programming tablets and accessories that enable technicians to program devices for some of the most advanced starting systems, as well as the capability to diagnose the various systems supporting them. Programming keys might be your initial focus, but there are times when other supporting module diagnosis and system repairs are required before completing the key-programming procedure. Autel tools make this complicated process much easier and faster to complete.

The '90s saw the key's first major transition as a transponder chip was added into the plastic head of the standard metal key. The chip, programmed with a unique code, emits a signal to the antenna or sensor. If the key's code matches the code programmed to the immobilizer, the vehicle can start. The implementation of this anti-theft system was said to reduce vehicle theft by 40 percent between 1995 and 2008. Subsequent versions of the system use rolling or hopping codes or encryption to send a different code between the key and



IM 608 with XP400 and MaxiFlash JVC1

WE MAKE KEY PROGRAMMING AUTOMATIC

AUTODETECT **AUTOREAD** **AUTOCONTINUE**



PLUS NOW: SECURE GATEWAY ACCESS

UNLOCK SGW MODULE ON 2017+ CHRYSLER & FIAT VEHICLES

- AUTO DETECT VEHICLE IMMO SYSTEM
- AUTO READ IMMO DATA
- AUTO CONTINUE SMART KEY PROGRAMMING



AUTEL® MaxiIM™ UPGRADE LATEST SOFTWARE V3.3

DODGE

RAM	Smart/Blade Key All Year Model All Key Lost Up To 2020
DURANGO	Smart/Blade Key All Year Model All Key Lost Up To 2020
CHARGER	Smart/Blade Key All Year Model All Key Lost Up To 2020
JOURNEY	Smart/Blade Key All Year Model All Key Lost Up To 2020
CHALLENGER	Smart/Blade Key All Year Model All Key Lost Up To 2020

JEEP

CHEROKEE	Smart/Blade Key All Year Model All Key Lost Up To 2020
WRANGLER	Smart/Blade Key All Year Model All Key Lost Up To 2019
GRAND CHEROKEE	Smart/Blade Key All Year Model All Key Lost Up To 2020
RENEGADE	Smart Key All Year Model All Key Lost Via OBD Up To 2019
RENEGADE	Blade Key All Year Model All Key Lost Up To 2017 (Dump Mode)
COMPASS	Smart Key All Year Model All Key Lost Up To 2019

CHRYSLER

300/300C	Smart/Blade Key All Year Model All Key Lost Up To 2020
PACIFICA	Smart/Blade Key All Year Model All Key Lost Up To 2020
200	Smart/Blade Key All Year Model All Key Lost Up To 2017
TOWN & COUNTRY	Fobik/Blade Key All Year Model All Key Lost Up To 2018

NOTES: Key Programming for year 2018+ for Dodge, Chrysler& Jeep via ODB for USA, Mexico and Canada only, other regions still need 12+8 pin connector to do the key programming. Smart key unsupported: 2020 Renegade (some) 2020 Compass (some) 2020 Promaster (some) 2020 Wrangler (some) Blade key unsupported 2018-2020 Renegade 2018-2020 Compass 2018-2020 Neon 2019-2020 Promaster (some) 2019-2020 Promaster City (some) Some year before 06 old models are not supported (dump mode currently is under development.)

Request Information: www.locksmithledger.com/21091903



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AUTEL®

Corporate Profiles

Banner Solutions



Distribution is boring. Lots of inventory, multiple locations, same-day shipping — these things used to be points of pride for many wholesalers, but the fact of the matter is, they've become table stakes. So, when we launched **Banner Solutions**, we did it with the goal of changing the way our customers view wholesale. Let's be clear: Nobody asked us to. After all, the model has worked fairly well, and, ultimately, shipping hardware is a simple task. But wholesale is ripe for improvement, and that's why we approach things differently.

We don't just talk about how many years of combined experience we have — we put together a team of experts from across our industry and channels who know how to solve problems — Electronic Access Control, Locksmith, Glass, Commercial-Mechanical and Residential. Every member of our staff is dedicated to providing you with more than just products. And we know this isn't a one-product-fits-all type of business, so our reps will dig deeper to recommend products that easily upgrade existing openings. If you require electronic access control help, we'll work with you to design a fully customized system from the ground up to meet any requirements.



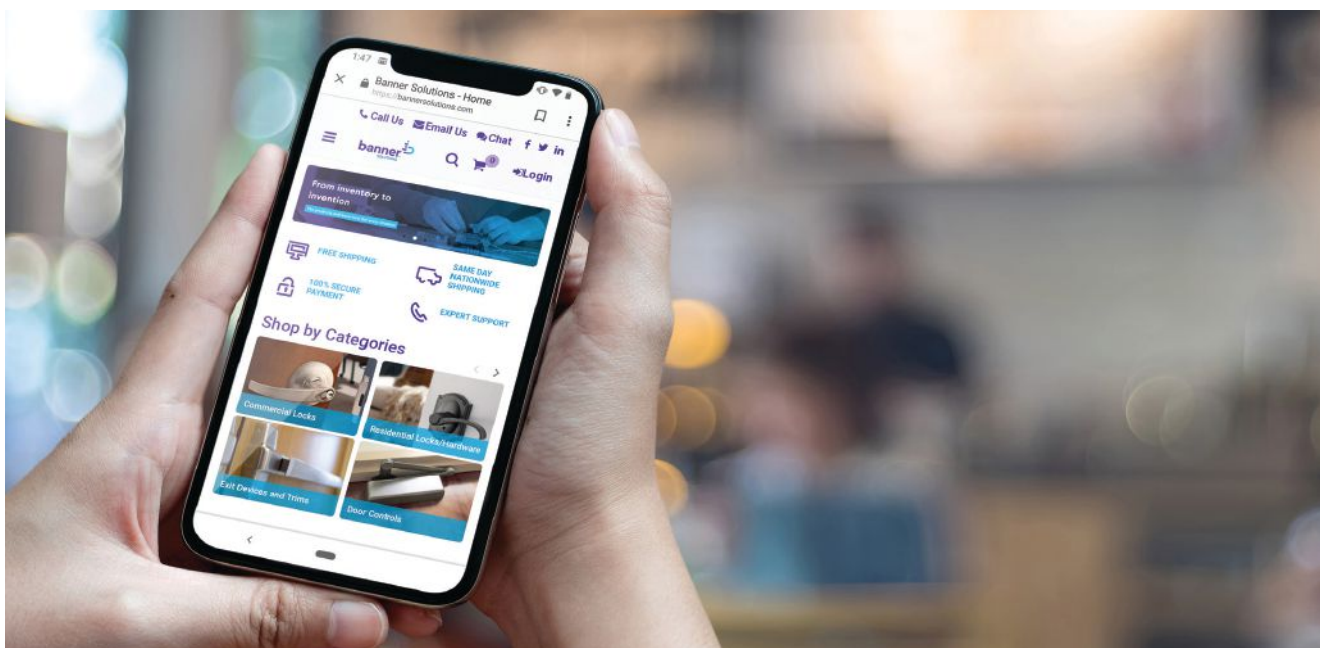
Holding ourselves to a higher standard means we stand behind our promises. Trust that you will have your orders when and where you want them. Our distribution network makes sure of that. From the moment your order is placed,

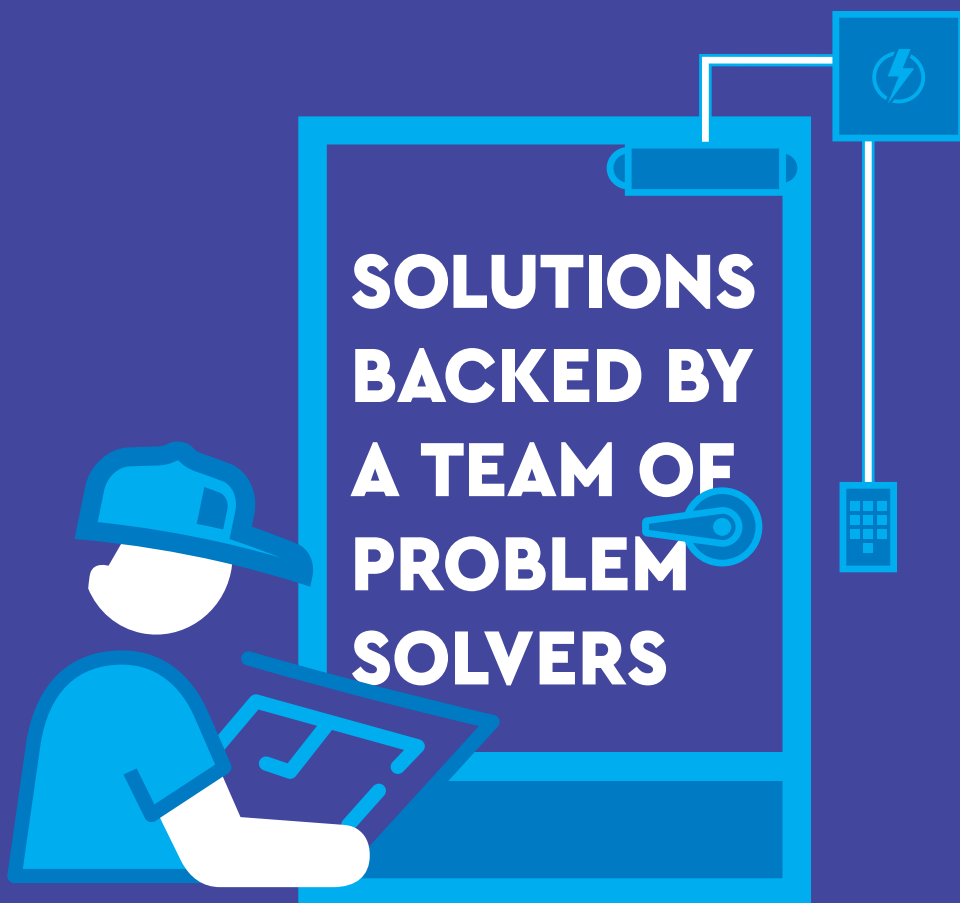
quality-control measures are set in motion to get your products on a truck for delivery. No matter where you are in the country, the advantages of working with Banner Solutions are clear.

Getting the fundamentals right is critical, but changing the way you think about wholesale requires more than fundamentals. We provide better ways for you to do business. BannerSolutions.com was built from the ground up to make working with us as simple and efficient as possible. With live inventory and shipping lead times,

the ability to view order history and even adding keying services to your orders, you can use our website to get the job done quicker.

Shipping hardware is a simple task, but truly delivering solutions is a taller order, and it's the "why" behind everything we do. We aren't Banner Hardware or Banner Distributors; we're Banner Solutions because that's what we deliver every single day, and we're here for the locksmiths who expect more than just hardware in a box. We're here for the ones who expect solutions. ■





We've assembled a team of electronic access control experts that's dedicated to bringing you custom system design, technical support and product solutions to tackle any project.

Redefine your expectations at: BannerSolutions.com



WE ARE NOW BANNER SOLUTIONS

Midwest Wholesale Hardware | Akron Hardware | HSI | SLD | Berg Wholesale | Specialized Builders Hardware

Request Information: www.locksmithledger.com/10173696

Corporate Profiles



CyberLock is the leading supplier of key-centric access control systems. CyberLock products deliver versatile key-centric access control, designed to increase security, accountability and key control throughout nearly any organization. Based on a unique design of stand-alone electronic lock cylinders and programmable smart keys, CyberLock solves security problems that no other system can. With millions of locks deployed world-

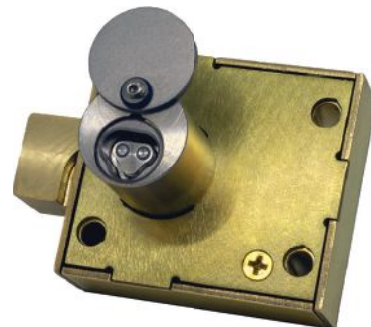
wide, CyberLock has proven that it's the ideal security solution for a vast range of applications. Featuring more connectivity options than anyone else on the market, the CyberLock system readily adapts to meet the demands of your facility, providing countless ways to access your data and precise control over your keys and locks.

Product Lines

CyberLock electronic locks and CyberKey smart keys: CyberLock cylinders are high-security electronic locks that track and control access throughout your facility. Cylinders are designed to the exact dimensions of the mechanical lock cylinders they replace. Programmed with access permissions for

each key holder, CyberKey smart keys serve as the gatekeeper for the CyberLock system. In addition, they provide the power to energize the CyberLock cylinder.

CyberLock Flex System: The CyberLock Flex System is a modular integrated security



solution that combines the benefits of a wired door security solution with the CyberLock key-centric access control solution, all managed under one cohesive software platform. Control and track access to every door in your facility by combining the powerful CyberLock and CyberLock Flex systems!

FlashLock: FlashLock is designed to put



access control in the palm of your hand. Using serial optical-communications technology combined with a web-enabled device, you can issue and receive access to any lock retrofitted with FlashLock. Simply open a FlashLock access link and hold the device screen to the face of the lock.

Manufacturing: CyberLock is designed and manufactured exclusively in a state-of-the-art facility in Corvallis, Oregon. With complete control over production, the CyberLock product is easily accessible through one of CyberLock's certified dealers. Close, detailed communication between engineers, production and sales gives CyberLock

the rare ability to meet the demands of customers in nearly any application.

www.cyberlock.com
1105 NE Circle Blvd.

Corvallis, OR 97330

541-738-5500

sales@cyberlock.com



THE KEY TO CONFIDENCE

SINCE 1999 CyberLock® has been assembling the largest array of key-centric access control solutions for a wide variety of applications.

Our patented, sealed triangular keyway is your assurance that CyberLock will deliver versatile, intelligent, and dependable security solutions.

The Triangular Keyway.

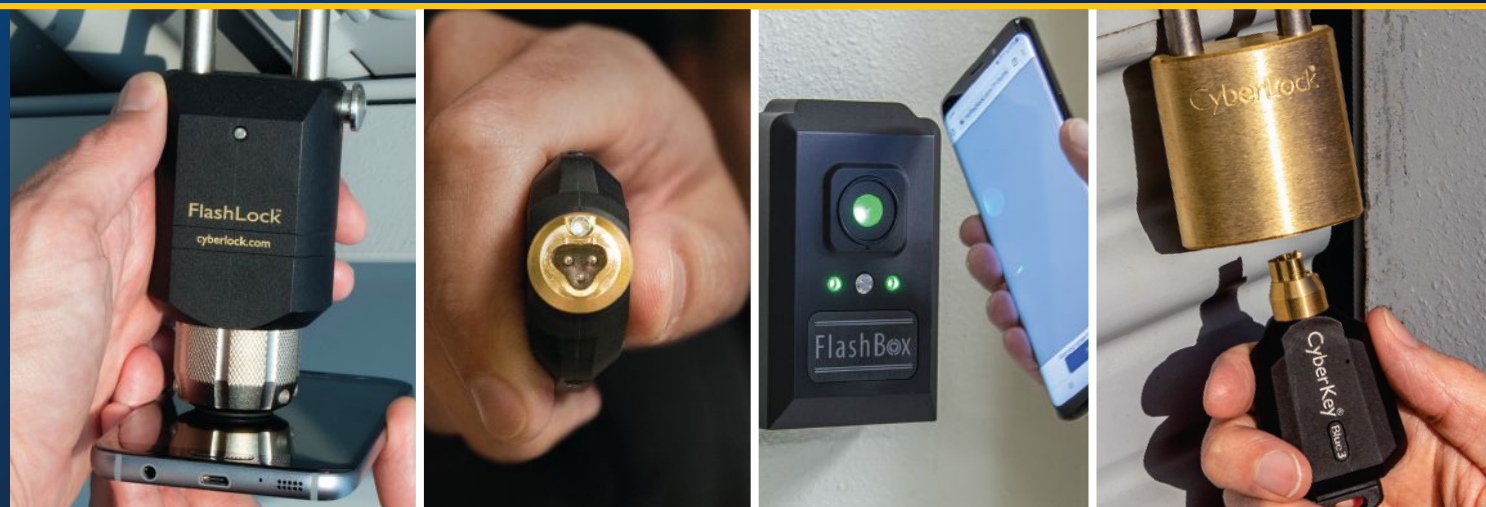
Only from CyberLock.



Electronic lock cylinders & smart keys

Control access with one software platform

Re-key electronically for superior key control



sales@cyberlock.com | 541-738-5500 | www.cyberlock.com

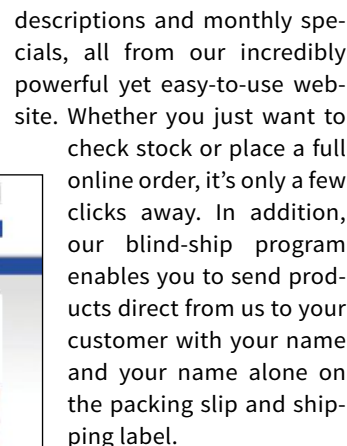
Designed, Manufactured, & Assembled in the USA

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THE DIRECT DIFFERENCE



DIRECT
SECURITY SUPPLY



What good is having a best-in-class inventory if you don't have the technical knowledge to back it up? At Direct, we have a knowl-

With more than 800,000 SKUs from more than 50 manufacturers, including industry leaders Allegion, ASSA ABLOY and dormakaba, Direct has the products you've come to trust. Whether you're looking for decorative hardware, such as Baldwin, or access control solutions from trusted manufacturers, including Keri Systems and IEI, Direct has you covered.

We give you 24/7 access to real-time inventory, custom pricing, invoice history, back-ordered items, detailed product

edgeable sales force available via phone or email to help assist you with selecting the right product for your application. From identifying the proper finish or function to designing a full-blown access control system that entails the selection of the proper electrified hardware and the correct power supply and calculating proper voltage drops, Direct is here for you. In addition, we offer same-day shipping, and you'll receive an emailed copy of your order acknowledgment to ensure you get the correct product. A second email will be sent to you with your shipment tracking number, so you always will know the status of your shipment. These are just a few of the ways we stand out as the Security Specialist. ■



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F: 800-452-8600

sales@directsecuritysupply.com

36 Lincoln Street

Boston, MA 02135

Corporate Profiles

The Door GuardianTM

For more than 25 years, Toronto-based Meranto Technology has designed and patented a line of revolutionary door latches, locks and home-safety devices for windows, doors (inside, outside and patio sliders), cabinets and cupboards, and even refrigerators under **The Door Guardian** name.

In that time, The Door Guardian has become a respected and highly sought-after brand by parents and caregivers because of the highly versatile and easy-to-install nature of its products. Developed to be accessible for almost all users, The Door Guardian products are favorites among consumers and locksmiths alike, because they're cost-effective, they work unlike other locks and they do what you want them to — keep you and your family safe!

The Door Guardian: The Door Guardian is an effective solution in securing and reinforcing exterior doors. With the capability to be applied on front doors, side doors, back doors, garage-door entrances and balcony doors, The Door Guardian is an effective tool in providing quick and easy childproofing solutions.

The Patio Door Guardian: With the three most common means of entering a locked patio door being prying, lifting and breaking the glass, The Patio Door Guardian helps protect against those by installing on patio doors with the fixed door on the outside and the sliding door on the inside.

3M Guardian Stick-on Safety Lock: Tamperproof, with no

screws required to install, the 3M Guardian Stick-on Safety Lock quickly and effectively provides childproofing solutions for out-

ward swinging doors, cupboards, appliances, liquor cabinets and more.

The Guardian Refrigerator Lock: The Guardian Refrigerator Lock has multiple purposes, but primarily it's designed as a child-safety lock to prevent young children from accessing the fridge or other appliances. It differs from other child-safety locks in that it includes a removable button that prevents older children from bypassing the childproof aspect of the lock.

The Door Guardian Locks for Inswinging and Outswinging Doors: Safeguard your family and your home with The Door Guardian Locks for Inswinging and Outswinging doors. They install easily with 3M VHB tape or screws and effectively secure inswing and outswing double doors. For additional peace of mind, an optional childproofing safety insert (included in the package) prevents children from opening the lock without the key, meaning you can rest easy knowing your family is safe and secure.

To learn more about Meranto Technology and The Door Guardian's products, as well as the company's 25 years of excellence in providing safety solutions, visit our website at www.thedoor-guardian.com, or email info@thedoorguardian.com to place an order. ■



The Door Guardian Lock for Outswinging Doors



The Door Guardian Lock for Inswinging Doors



The Patio Door Guardian



The Door Guardian



3M Guardian Stick-on Safety Lock



The Guardian Refrigerator Lock

The Ultimate Door GuardianTM Lock^{MC MF}

FOR INSWING, OUTSWING & DOUBLE DOORS



RESISTS FORCED ENTRY

on inswinging doors and secures outswinging doors
= Peace of Mind.

INSTALLATION IS QUICK AND EASY

Parts for both inswinging and outswinging door locks mount with
3M VHB tape and include screws for additional strength.

OPTIONAL CHILDPROOFING SAFETY INSERT

prevents children from opening the lock without the key.

To learn more and order: info@thedoorguardian.com

Corporate Profiles

Smart, Secure Access Solutions and Services from a Single Source

Experienced. Innovative. Practical. Trusted. With more than 150 years of experience and millions of installations worldwide, ranging from push-button locks and door closers to entrance systems, interior glass and fully networked and integrated access control solutions, **dormakaba** is your reliable partner for secure and flexible access to buildings and rooms.

Our comprehensive product portfolio means architects, designers, property managers and owners need not look far to find solutions that satisfy all facility safety, security, health, hygiene and performance challenges. dormakaba is committed to being present throughout every development phase of the building project, from initial consultation and specification writing to installation, maintenance and support.

Our integrated end-to-end access solutions are designed for a multitude of specialized applications, with a single goal in mind — make access in life smart, health-conscious and secure.

Our access control solutions include:

- DORMA architectural hardware, interior glass fittings and entrance systems.

dormakaba 



- RCI electronic access controls.
- E-Plex electronic access controls.

- Simplex mechanical access controls.
- Mesker doors and frames.
- Kaba safe locks.
- Saflok and Ilco hotel locking systems.
- BEST door hardware products.

Our emerging technologies incorporate Keyscan access control; BlueSky, our mobile access solution; and our new Switch Tech platform, an af-

fordable digital solution that extends electronic access control to applications previously not practical by providing a digital replacement for SFICs.

Everything we do is oriented towards developing seamless access solutions and services that make buildings smarter and more secure and managing the entire “opening” in lodging, health care, education, financial, transportation and commercial building applications.

For more information and to see how we can help you use access control solutions to achieve safe, secure and health-conscious buildings, visit dormakaba.us or call 1-800-523-8483. ■



Touchless Access Solutions

Good for Hygiene. Good for You.



Low energy swing door operators



Touchless switches

Reduce the spread of germs in your facility.

Touchless door activation can make the difference when it comes to a clean, hygienic facility. Touchless access is crucial in high contact public places such as healthcare facilities, restaurants, schools, offices and restrooms. dormakaba offers many solutions to fit your needs for touchless access including touchless switches and low energy swing door operators. With touchless access, abuse-related replacement expenses are greatly reduced. Minimizing high frequency touchpoints contributes to healthier facilities (health, safety and security).

dormakaba.us/Touchless-LL

Request Information: www.locksmithledger.com/10174770

dormakaba 

Corporate Profiles

Stepping Up Security, Safety, Service and Reliability

A critical element in securing a business is controlling access to the business space. Choosing the right door hardware and access security system from the right manufacturer becomes a crucial decision.

Whatever your specific environment or application is for security, safety and reliability, **First Choice Building Products** door hardware devices make the decision easy.

The products from First Choice Building Products are made for tough, high-traffic conditions. Located in Glendale Heights, Illinois, First Choice Building Products is a leading manufacturer of aluminum-door exit devices for many of the industry's leading original equipment manufacturers. In addition, the company provides direct sales to storefront contractors, security products distributors and locksmiths.

First Choice Building Products has a wide variety of quality security products, including rim latch, concealed vertical-rod and mortise hardware that can be electrified for security applications. The product lineup includes the company's new Accent8 eight-door access system, which was designed as a niche product to serve smaller venues, such as churches, small schools, day-care centers, senior centers and office buildings. The Access8 Door Control System is robust and simple enough for everyone to program — from the savviest of IT personnel to the novice. This system can also be bundled with the company's panic devices and power supplies to provide competitively priced door safety and security.

First Choice Building Products has served the industry since 2000, and its attention to detail and quality produces devices that are trouble-free and made to last. For example, the company



MEL3000-1 motorized retrofit latch-retraction kit

bench-tests every device before shipping to guarantee functionality and performance.

In fact, quality is the company's No. 1 focus, and the return of products is less than 0.10 percent, evidence of that commitment. First

Choice Building Products' service is second to none, demonstrated in the high success rate of navigating and responding with immediate solutions to technical-support calls from the field.

The company prides itself in shipping on time everytime!

Reasons to Choose First Choice Building Products

- **Quality:** Each device is inspected and bench-tested before it is shipped.
- **Service:** We go to great lengths to service our customers from tech support to product compatibility.
- **Reliability:** We ship ON TIME EVERYTIME!

Contact First Choice Building Products

Michael Barron, National Sales Representative	Cell: 224-276-3028
555 Highgrove Blvd.	Toll-free: 800-793-4544
Glendale Heights, IL 60139	mikeb@fcbp.com
	www.fcbp.com



The 3600 Series Concealed Vertical Rod Device can be electrified using our MEL3000-1 motorized retrofit latch retraction kit.



The 3700 Series Rim Latch Device can also be electrified using our MEL3000-1 motorized retrofit latch-retraction kit.



The 8860 Series Mortise Locking Device can be electrified using our MEL3000-1 motorized retrofit latch-retraction kit.



Glendale, Illinois, corporate headquarters

Activity	HighpowerOne Version 2.3.7068.29419 [hp1_0] Thursday, June 4, 2020 10:45 AM [10.0.0.3]	Quick Edit ID
16/3/2020 10:38:10 AM) Access granted at Door 1, ID: 176		Advanced Edit ID
16/3/2020 10:38:01 AM) Access granted at Door 1, ID: 175		Door Overrides
16/3/2020 10:37:58 AM) Access granted at Door 1, ID: 174		Configuration
16/3/2020 10:37:54 AM) ID added in bulk, ID: 174-200		Advanced Features
16/2/2020 10:37:27 AM) Access denied, invalid ID at Door 1, ID: 178		Help
16/2/2020 10:36:27 AM) Access denied, invalid ID at Door 1, ID: 180		
16/2/2020 10:35:27 AM) Access denied, invalid ID at Door 1, ID: 179		
16/3/2020 10:35:05 AM) Access granted at Door 1, ID: 177		
16/2/2020 10:34:01 AM) Access denied, invalid ID at Door 1, ID: 181		
16/3/2020 10:33:45 AM) Access granted at Door 1, ID: 177		
16/3/2020 10:33:20 AM) Access granted at Door 1, ID: 177		
16/2/2020 10:32:08 AM) Access denied, invalid ID at Door 1, ID: 182		
6/3/2020 10:38:10 AM Credential type: Wiegand [Door 1] Bits: [37] 00000000000000000101 000001100000000001 ID: 176		

Audit trail keeps track of all access activity (downloadable for the archives).

Quick Edit ID				1	2	3
12345				4	5	6
Door 1	Door 2	Door 3	Door 4	7	8	9
Door 5	Door 6	Door 7	Door 8	<	0	Clear
<<<	Credential Management	Single	Mobile Credential	All	Enter	

Add and subtract cards individually, giving you total flexibility in your system.

Create Schedule		Employee Schedule	
9 00 AM	Sun	Mon	Tue
12 00 PM	Wed	Thu	Fri
1 00 PM	Sat	Hol	
5 00 PM	Sun	Mon	Tue
00 00 AM	Wed	Thu	Fri
00 00 AM	Sat	Hol	
00 00 AM	Sun	Mon	Tue
00 00 AM	Wed	Thu	Fri
00 00 AM	Sat	Hol	

The period intervals are during each day and must not cross midnight. Acceptable start and end times are between 12:00 AM to 11:59 PM.

<<< Create Schedule

Create schedules on the fly, and change as the need arises without wasting time.

Create Access Level		Employee Access	
Door 1	Employee Access	Door 5	Never
Door 2	Never	Door 6	Never
Door 3	Never	Door 7	Never
Door 4	Never	Door 8	Never

<<< Access level created Employee Access. Create Access Level

Combine schedules within access levels to give you complete security control on every door.

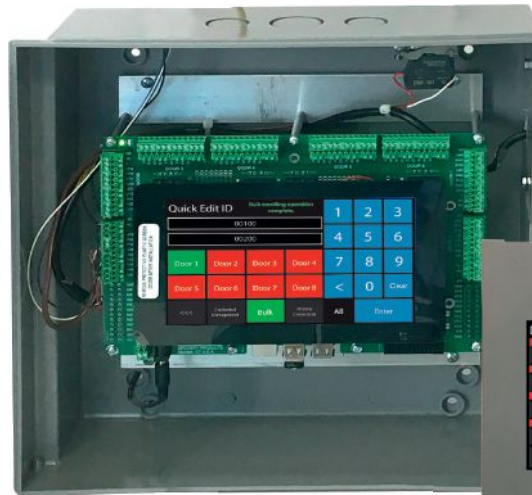
Create Mobile Credential		GET IT ON Google Play	Download on the App Store
John Doe	Door 1		
Always			
Expires month day year			
hp1_0			

<<< Create

Download our app take a picture of the QR Code on the Access8 for smart phone to be used as credential.

Put More Profit in Your Pocket with Our New

Access8™ DOOR CONTROL SYSTEM™



Cover has cutout to view and operate the screen when door is closed.



First Choice Building Products' New Access8™ Door Access Control System Gives You the Control Your Customers Want – FAST!

First Choice Building Products new **Access8™** offers safety and security at an affordable price. The stand-alone door access system is perfect for churches, small schools, day care centers, senior centers, and office buildings because it's so easy to use!

Our "plug-and-play" design controls up to 8 doors and readers quickly and efficiently. Every security pro (novice or expert) will want **Access8** door control systems in their product offerings because they are simple to program, with a robust performance for total control.

For more information please call 1-866-276-2748 or visit us at: www.FCBP.com/Access8.

Corporate Profiles

Go Ahead and Ignore this Bio!

Another year, another bio. These bios all start the same. I tell you how **HPC** started in 1956 and was a pioneer in locksmithing or how **Hudson Lock** and **ESP** have been around since the early '60s. OK, done.

But a lot of exciting things have happened recently. I'll get to that in a second.

If you're reading this, you're a small-business owner, or maybe you work for one. Either way, you're trying to make a profit while



Thumb, the Big Pinky and the Light Finger. Grab one today!

Our new Pick Sets are designed around your personality! Picks are the tools of your trade, and many say HPC makes the best picks in the industry! Thank you.

Now, you can get the same quality picks that you expect in exciting new colors and materials and matching cases that will bring out the renegade in you.

Lastly, for now, is the TigerSHARK2, the most anticipated key



serving the security needs of your customers. You don't really care about how long we've been around. All you care about is, "Are your tools and products reliable?" "Will they work, when and where I need them to?"

The short answer is, "Yes!"

Think about it: Locksmiths have depended on our key machines, key cabinets, locks, keys and tools longer than a lot of us have been alive. Look around your shop or vehicle. Chances are pretty good that you have some HPC products within your reach. That's the greatest testimonial that you could ask for. You already use one of our products, and your dad or mentor probably used one or more, too.

OK, now to the new stuff, the exciting stuff, the products that are going to save you time, keep customers and help you earn more money.

We introduced a set of re-engineered car-opening tools. These "handy" tools include the Gold Finger, the Green

machine in our offering. Cut high-security automotive, all of your standard and angle-cut keys. Plus, with some affordable adapters, you can cut tubular, Tibbe and dimple keys and even engrave. Check out our videos at www.hudsonlock.com/tigershark2. I'd tell you more, but I'm out of room.

Let us know how we're doing and what we could be doing better. The next time that you are looking for a new key machine, a KeKab, software, that special tool or utility locks, we hope that you think of us first.

Thank you for picking HPC, Hudson Lock and ESP as some of the products that you go to market with. We're proud of our people and the products that we make. We hope they serve you well. ■

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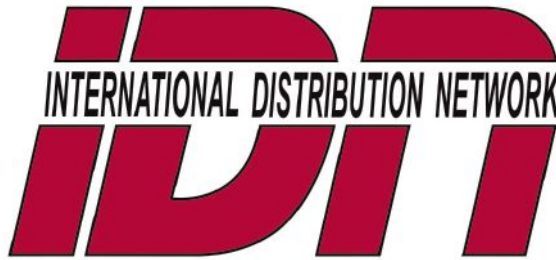
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Corporate Profiles



IDN Global (International Distribution Network) provides security products, access control solutions, doors and frames, and related services to security professionals throughout North America. IDN's six business hubs and nationwide distribution centers are located strategically to provide same-day pickup or next-day delivery of door hardware, security products and locksmithing tools across the United States and Canada.

National Strength, Local Service

With a wholesale distribution network of more than 50 locations representing more than 300 manufacturers, IDN provides customers with the strength and buying power of an established national organization, along with local product availability and personalized, customized service. The branch network enables same-day pickup or next-day delivery service to most customers.

Our Mission

At IDN, we value our customers and their expertise and continually strive to be the leading security hardware and door distributor for security professionals, focused on value-added services. We deliver security solutions, electrified and mechanical hardware, software, automatic touchless entrances, doors and frames, and services on time and with accuracy.

Our Service & Products

IDN provides same-day pickup or next-day delivery and ships

100 percent of all orders received during the workday. IDN delivers technical support in multiple forms: in the field with site walkthroughs, at our counters, on the phone, over the internet as well as at the numerous product and business educational events held, at low or no cost to our customers, throughout the year. Online ordering, sales and marketing support, as well as customer referrals, are key ingredients of IDN's service. Customers choose IDN because we can help them win business and grow profitably by providing superior service, technical expertise and convenient access to traditional and leading-edge security products and services.

Online Solutions

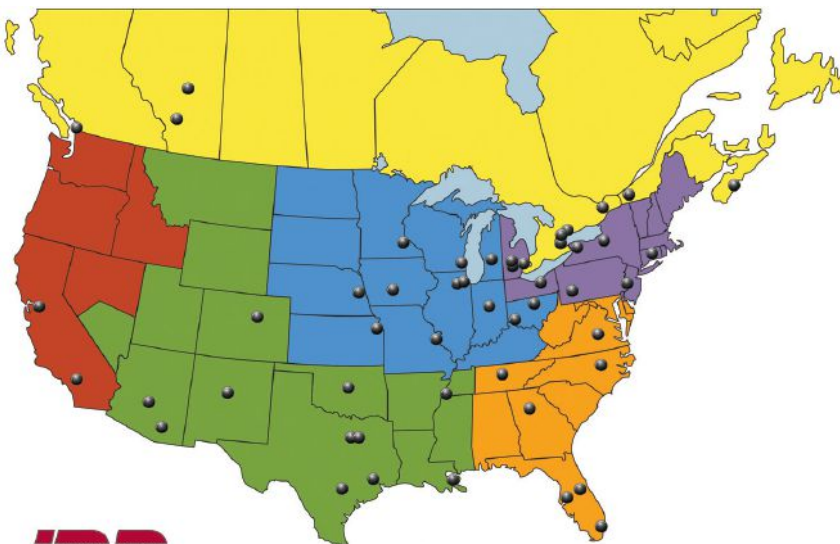
Our 24-Hour Web Store gives customers the ability to order any time of the day and to manage their account, build product favorite lists, view previous orders and invoices, track shipments and check pricing and product availability in real time.

Relationships Matter!

Trust is the currency of business, not money! Sounds crazy, right? But stop and think about it. If you don't have trust, you aren't going to do business with someone, and you certainly won't for any length of time. IDN is fortunate to call so many of our customers friends. When you have second- and many third- and some fourth-generation customers, you know you're establishing good relationships. How? Through consistency and care, saying what you are going to do and doing it, and fessing up when you mess up! Everyone messes up once in a while. When you purchase a product from IDN, you not only receive the correct product on time, but you also receive IDN's ongoing support.

We Make Security Simple

To our large number of loyal customers, IDN is more than a distributor of security hardware and door products. We're an extension of their workforce, and many call IDN their friend! When you want security hardware, door products and services, call, email or search IDN at www.idn-inc.com. ■



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Corporate Profiles

Keyincode announced its inception in February 2018, with headquarters located at 55 Concord St., Unit 231, North Reading, Massachusetts, 978-207-0269, <https://keyincode.com>, sales@keyincode.com.

Keyincode is a manufacturer of electronic locks and locksets, as well as exit hardware and related accessories. Its flagship SmartLock Series includes the “three three’s:” three lock models, three methods of electronic entry (pin codes, MIFARE credentials and smartphone or tablet) and three methods of management. You can have local one-to-one management via Bluetooth using a free app, remote management of individual BLE locks from anywhere via a Wi-Fi gateway or management of unlimited locks, users and locations via our cloud-based service accessible online from anywhere.

Complementing the Keyincode SmartLock line is KeyinCloud, providing a cloud-based access control and management platform that eliminates the necessity for any premise-based computers, software, panels or wiring infrastructure. This is huge for our installers. KeyinCloud uses the end user’s Wi-Fi network to communicate and manage devices via the cloud. An unusual attribute, KeyinCloud isn’t limited to operating Keyincode locks; it allows for the integration of hardwired solutions and third-party smart locks. In effect, this makes the software a “common denominator”



for access control systems, which saves end users a great deal of money while creating monthly recurring revenue for our lock and security sellers and installers.

President Joey Dalessio says, “To witness as well as be a part of the transition of the legacy locksmith business of our fathers into the lock and security integra-

tors of access controls and management, key systems and code-compliant hardware providers of today has been a cherished privilege and an honor.”

Chief Operations Officer David Dalessio adds, “At Keyincode, we won’t forget our roots. We are determined to develop products and programs in support of the channel, allowing our customers to compete profitably in today’s online environment.”

It’s the opinion of Keyincode partners that the increased awareness of security as it pertains to people, homes and business has created more demand for safer hardware, more-secure yet flexible access controls and remote management of all access points. There never has been a more lucrative opportunity for those in this business who are willing to meet change and challenge head on. Keyincode is excited for our future and that of the lock and security channels. We’ll continue to develop value-added products and services, solving problems for end users while creating profit opportunities for our customers. ■





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Joey & David Dalessio

Operating Partner / Owners

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North Reading, MA 01864

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Email: sales@keyincode.com

Web: Visit keyincode.com or
keyincloud.com

Corporate Profiles

KSP proudly manufactures small-format interchangeable cores (SFIC), and mortise and rim housings. All of our products have been made in the USA since 1983. We're located in Worcester, Massachusetts.

Within a year of its conception, KSP shipped its first order. Thirty-seven years later, KSP has built a strong reputation in the security industry for its quality, and delivery and our products can be found throughout the world. We manufacture more than 15 different keyways for SFICs that are interchangeable with products from BEST, Arrow, Falcon and GMS.

We have key blanks available for every keyway we supply. KSP manufactures mortise housings that have staked-on and screw-on cams available. We also have available convertible mortise/rim housings in the following styles: Medeco, SARGENT, Schlage, Yale, Corbin Russwin and our own KSP SFIC.

We supply locksmith tools, such as capping blocks, housing wrenches and staking tools. We're proud to say that



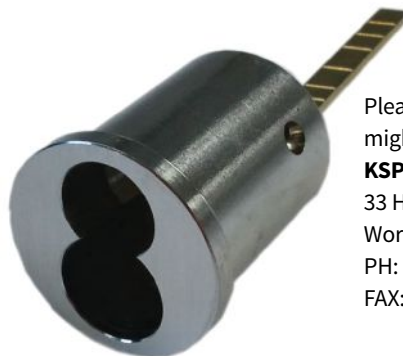
our products are made in the USA. For a complete listing of our products, please go to our website www.iccore.com.

KSP can assist your company in setting up keying systems that provide the utmost security for your business. We can set up systems for all levels, from something as complex as a great-great-grandmaster-key system to something as simple as keying alike to a control key. We can combine cores to fit all of your demands, and we'll maintain these records for you.

KSP is known for its cores and housings, but we also have the ability to assist our customers with custom applications.

If you have a special project, please give us a call.

We would welcome the opportunity to be of assistance. If you don't ask, we can't help. At KSP, customer service is second to none. ■



Please contact us with any questions you might have.

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available in Schlage, Sargent, Medeco,
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Quality in Products, Service and People is always our top priority!



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Corporate Profiles



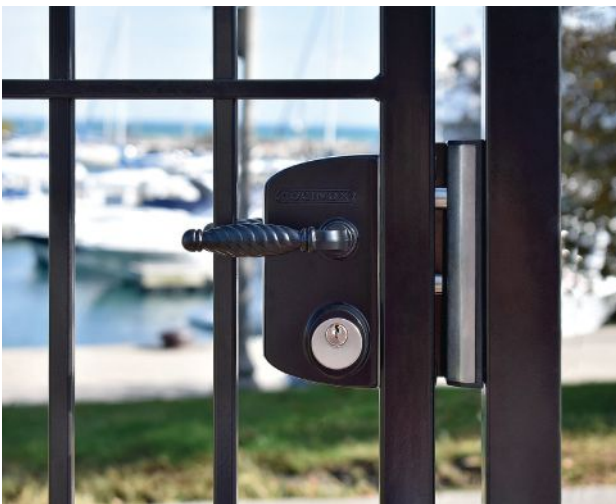
Let's make better fences together

#WEARELOCINOX

Locinox is the leading manufacturer of exterior gate and fence hardware. As 30-year veterans in the industry, we focus our product development on high-quality, innovative solutions that simplify installations and make our customers' lives easier.

Our vision is to improve the lock, gate and fence industry by making sure that every high-quality gate has at least one Locinox component. That is why we're so motivated to always expand our product line and continue to reinvest in our marketplace.

Another thing that elevates us from the rest of the industry is that we control the entire process of our product. We not only design the products we bring to market, but we also control the entire manufacturing process through our in-house factory to ensure the best product will be readily available for our customers' jobs.



Innovation is the engine of growth ...

At Locinox, we're forward-thinking and innovative. With more than a quarter of our company dedicated to research and development, we're always thinking of new products to bring to market or improving on our existing product lines.

We consistently engineer our new products with our customers in mind. Be it an item for new installations or retrofit options, we provide easy and dependable solutions for your projects. For example, our Chain Link Brackets were designed specifically based on customer feedback to provide a simple solution for existing round applications. They can be installed with minimal effort, while delivering a high-quality result.

We hold patents on all our products, including one for our Quick-fix Bolts, an easy-to-install attachment system that holds up to 2,000 pounds each.



We pride ourselves on our quality ...

Locinox products are designed for outdoor use and are made from unparalleled long-lasting materials. Every product has been thoroughly submitted to at least 500,000 movements before launch, and some even have been tested more than 1 million times. All this dedication is so we can continue to deliver on our promise of quality and service. And every single product is tested for success before it's boxed up for shipping!

Our customer is king ...

We always strive to exceed your expectations. When you have a requirement for quick turnaround, count on us. Centrally located in Chicago, we ship all in-stock products within 24 hours. If you require technical assistance, just call. We have in-house technical support available to help solve any in-the-field issues. Concerned about the longevity of our product? Don't be. Our three-year warranty exceeds the market standard by two years. And if you have to have a unique solution, our product modularity provides endless possibilities for your projects.

#WEARELOCINOX and we are here to be your loyal and long-term partner in your business. ■

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Corporate Profiles

About Us

Thirty-one years ago, entrepreneur and business owner Doug Hill recognized the value of using keyless lock systems on his businesses, because it greatly reduced the cost and inconvenience of changing locks after employee turnover. Hill saw the untapped potential in the product and began to sell Lockey Digital lock systems as a distributor, and “change the code, not the lock!” became the battle cry.

After successfully selling Lockey keyless entry systems for 12 years, Hill took advantage of the opportunity to obtain exclusive North America import rights and founded **LockeyUSA** in 2001.

Products

LockeyUSA products provide security and convenience for an extensive range of commercial and residential applications. The proven durability of LockeyUSA mechanical keyless locks made them a perfect fit for the fence and gate industry. In 2010, LockeyUSA began to offer hydraulic gate closers and panic exit hardware, followed by panic shields and panic shield kits in 2013. In 2016, electronic cabinet locks were added to the LockeyUSA product line.

SUMO By LockeyUSA

In 2019, LockeyUSA debuted the SUMO GL2 Surface Mount Gate Lock to fill a gap in the gate-lock market. “Over the years of working our booth at trade shows, I heard the same question over and over again,” Hill explains, “Can you make a combination lock that is easy to mount without welding?” Following the successful launch of the SUMO GL2 Surface Mount Gate Lock, LockeyUSA set out to introduce a line of surface-mounted gate products, and by 2020,

LOCKEY

USA

SUMO

GATE HARDWARE

by **LOCKEY**
USA



the SUMO Gate Hardware Line was released.

Distribution

LockeyUSA sells through wholesale distribution. Our ever-growing network of distributors and online retailers ensures end users can find the products they want through the distributors they trust.

Same-day Shipping

We understand the importance of getting product out to the customer quickly. When our distributors place an order before 3 p.m. EST, we ship the same day, at no additional cost, including drop-ship orders.

Warranty

Our commitment to quality product is backed by our warranty. All LockeyUSA products carry a warranty, and we provide a life-time mechanical warranty on keyless mechanical locks.

Technical Support

We handle all technical support directly in our Michigan-based headquarters. Our distributors appreciate our ability to provide their customers with the necessary information to make an informed purchasing decision, along with our handling any technical-support demands in the future. Our dedicated technical-support team is available Monday-Thursday, 8 a.m.-5 p.m. EST and Friday, 8 a.m.-3 p.m. EST.

Thank You

Thank you for your support of LockeyUSA over the past 31 years. We look forward to continued growth, while providing exceptional service to our distributors and their customers, for many years into the future.

Contact Us

To learn more about LockeyUSA, visit www.lockeyusa.com, call us at 888.395.0163 or send an email to info@lockeyusa.com. ■



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Corporate Profiles

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We're a distributor of some of the best lock and tool manufacturers in the country, including: Allegion, ASSA ABLOY, dormakaba, Bullseye, GMS, HPC, Kaba-Ilco, LaGard, Olympus and S&G to name a few. We also are a manufacturer of a wide variety of tools and locks, including our Magnum Drill Rigs, Tech-Train Automotive Tools and our LockOne LKM10K Life Safety Exit Devices.

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Manufacturing Facility: 2010 John C. Watts Dr., Nicholasville, KY 40356

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Corporate Profiles



Nearly 15 years ago, **Midwest Keyless** began from the corner of a coffee table in Holly and Rick Lehecka's living room. Today, Midwest Keyless has nearly 100 employees, who operate out of a 50,000-square-foot facility in Spring Grove, Illinois. The company services over 3,000 locksmiths and automotive professionals throughout the United States and Canada. Midwest has become one of the premier suppliers of high-quality, new and refurbished original-equipment manufacturers replacement automotive remotes, transponder keys and locksmith tools in the country. In addition to automotive remotes, they're proud to include Access Tools, Autek, Autel, Xhorse, Xtool, LockTech and Pro-Lok in their lengthy list of manufacturers. Midwest Keyless quickly has become a premier distributor for Advanced Diagnostics, Lock Labs, The Diagnostic Box, Keyline, Laser Key Products, Intelligent Key Solutions, Abrites, Hudson Lock, Ilco and STRATTEC, as well as Mr. Li's Original Lishi Tools.

Midwest Keyless prides itself on commitment to excellent customer service. Not only do they have a knowledgeable staff that has years of experience, but Midwest also strives to provide the best customer satisfaction with their two-year return policy on all refurbished keys and remotes.

Along with providing quality products, Midwest Keyless also is committed to furthering locksmith education by organizing individual training sessions at their headquarters and leading several educational events throughout the United States. The company has five industry-leading automotive locksmiths on staff, who are available for technical support during normal EST business hours. They're proficient in all aspects of automotive locksmithing including, but not limited to, remote and key programming, Advanced Diagnostics equipment, Original Lishi Tools and key-cutting equipment.

Aside from the business, the Midwest Keyless family has a strong passion for supporting the St. Jude Children's Research

Hospital. In 2019, employees at Midwest raised \$12,670 solely from the company's St. Jude payroll-deduction program! This

program is 100 percent voluntary, and donation amounts are at the discretion of each employee. Along with that, Midwest Keyless has had the opportunity to cohost the Annual St. Jude Charity Gala at ALOA with Pop-A-Lock's PAL's Heroes. This event has raised substantial amounts of money for the St. Jude cancer research fund and is truly a remarkable experience.

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Corporate Profiles

ProdataKey (PDK) brings an experience unlike any other access platform on the market. In an age of mobile first experiences, the concept of BYOD (Bring Your Own Device) has a new meaning. PDK addresses this at every level of the access control experience with installers, admins and the employee or tenant.

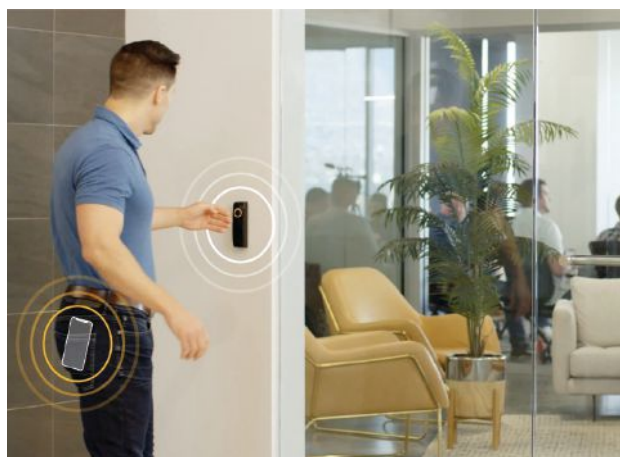
Installers should expect 100 percent configuration from their mobile device anytime or anywhere, and that's what we



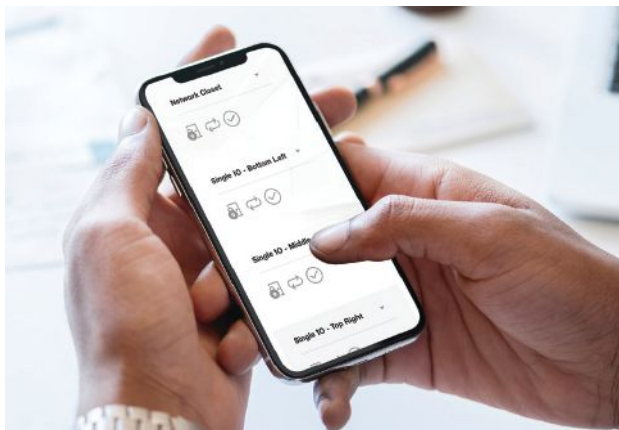
deliver. Those administering the platform should expect the same experience of being able to add, change or delete users, open a door, view the state of your doors and system, and set rules for alerts and use. The days of walking to HR for your badge and picture are over! Pictures

are taken and credentials are issued directly from pdk.io on the admin's cellphone or tablet.

Now let's talk about the employee or tenant. Yes, they should expect a mobile-first experience as well. From installation to user management, PDK delivers the most cost-effective streamlined experience on the market, including our all-new Touch-Free mobile access experience. This Touch-Free reader can be activated simply by waving your hand in front of it or popping the door open from the Touch mobile app. Access to this functionality is one click away and has changed access control as we know it. Take a look and experience the difference today! ■

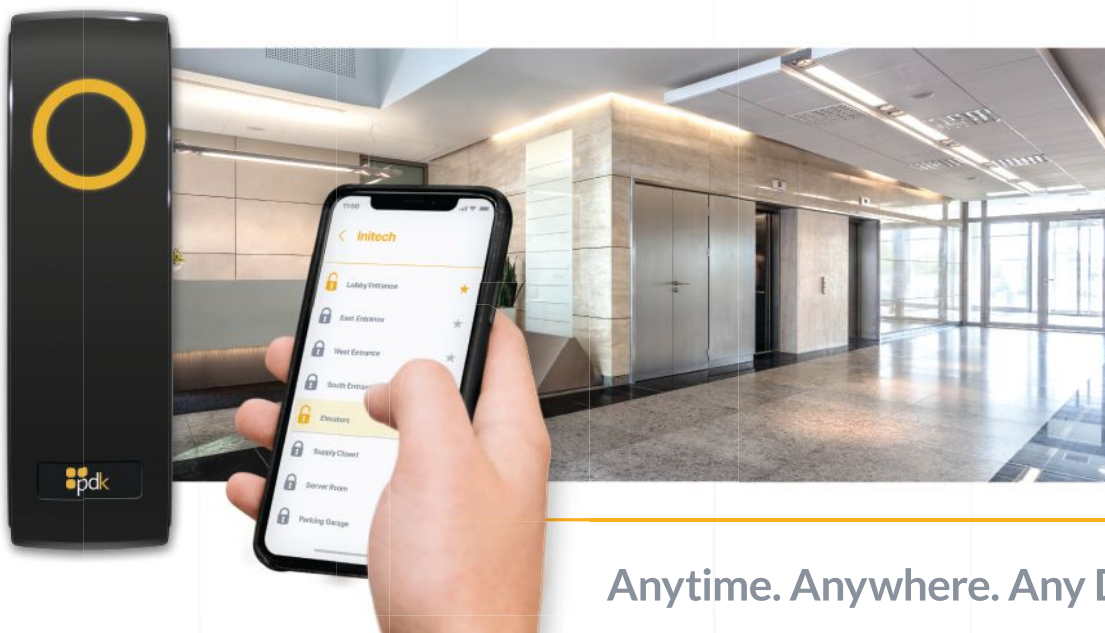


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Corporate Profiles

SALTO inspired access

SALTO Systems is a global leader in the development and manufacture of world-class access control solutions, particularly in sectors where security is critical — from airports and health care to government, education, sport and entertainment venues, hotels and more. The company revolutionized access control with a pioneering approach that featured the first stand-alone, battery-powered electronic lock; the SALTO Virtual Network (SVN) data-on-card technology; and the first wireless access control system that combined a stand-alone locking device with online, real-time capabilities — all without using wires or mechanical keys. Its leading-edge hardware and software technologies are in use in more than 15,000 installations worldwide, with an estimated 20 million daily users. SALTO has local offices in more than 25 countries and a partner network that extends its reach to nearly every region of the globe.

SALTO NEO Cylinder and Padlock

The compact SALTO NEO Cylinder is designed for doors where fitting an electronic escutcheon isn't possible or required. It can be installed on standard doors, server racks, cabinets, electric switches, sliding doors and more. The NEO Cylinder has more functionality and performance, allowing businesses to connect to their on-premise networks via advanced SVN technology or to the cloud with the SALTO KS access management platform. The NEO Cylinder's re-engineered clutch system design makes more efficient use of energy, dropping consumption to impressively low levels, resulting in 110,000 cycles with just one set of batteries. Encapsulated safely inside the tough NEO cylinder exterior is the absolute latest in technology. The NEO Cylinder provides more

control over the door by providing end users with access to audit trails, reports, alerts and more.

The SALTO NEO also will power an upcoming product: the SALTO NEO Padlock. Now, even more control and technology can be extended within and to the perimeter of any access control deployment via the powerful NEO Padlock that will deliver SALTO's electronic access control protection for those applications best protected by a padlock.

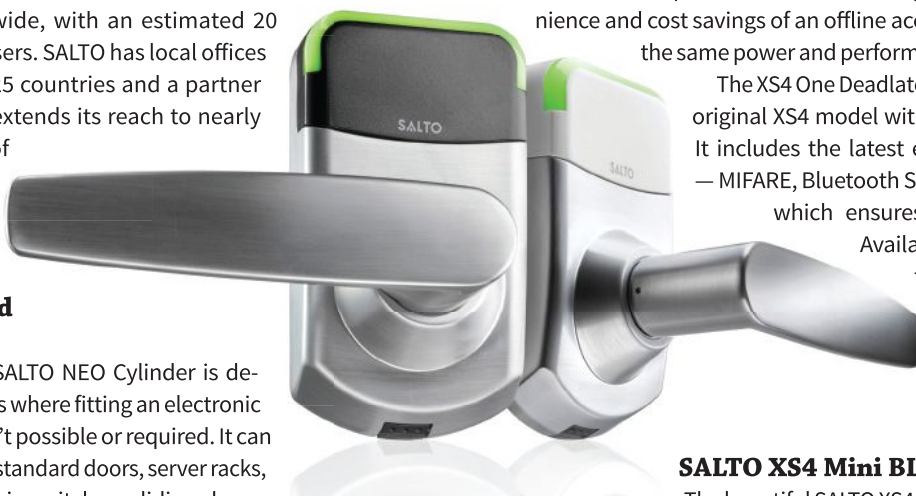


SALTO XS4 One Deadlatch

The SALTO XS4 One Deadlatch is the perfect electronic escutcheon for all aluminum-frame glass doors, such as retail storefronts, commercial buildings and health-care facilities. It's a revolutionary stand-alone electronic lock because of the technology packed inside that brings together the convenience and cost savings of an offline access point with virtually the same power and performance of an online point.

The XS4 One Deadlatch is the evolution of the original XS4 model with a new built-in reader. It includes the latest electronic components — MIFARE, Bluetooth SMART (BLE), and NFC — which ensures future compatibility.

Available in black or white, the XS4 One Deadlatch is easy to install and is designed to fit even narrow-profile doors.



SALTO XS4 Mini BLE with SALTO KS

The beautiful SALTO XS4 Mini now is available for the SALTO KS (Keys as a Service) cloud platform.

The XS4 Mini is easy to install in new or retrofit applications, which makes it simple for security professionals to replace mechanical keys with the latest in electronic access control. Easily and cost-effectively extend your electronic access control to interior doors, and realize an exponential increase in security, control, effectiveness and convenience for users and system managers alike. Communication between devices flows in real time on wireless online gateways. ■



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The next-generation of electronic cylinders extends electronic access control to places you never thought could be connected.

The all new NEO has more functionality and performance capability, allowing businesses to connect to their on-premise network via advanced SVN technology or to the cloud with the SALTO KS access management platform.

Make your retrofits even easier with the NEO and enjoy complete mobile capability. The SALTO NEO cylinder lock fits any door in any building. Imagine the advantages, and convenience, of having all your doors, server racks, gates, cabinets, electric switches and more, all on one easy to use system.

The most efficient, secure, and reliable way of securing your building and assets.

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Corporate Profiles

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Our blind-label drop-ship program ships orders with just your branding on the shipping label and packing slip. Our warehouse essentially becomes your warehouse.

Expert Technical Service

Our technical sales reps have years of experience and training. That means they understand customer demands and can help them find the right solutions, then make sure they know how to deploy them effectively. They're here to make every job simple and efficient.

Same-day Shipping

With strategically located warehouses across the United States, orders are shipped the same day for just-in-time delivery. The large majority of orders are 1–2-day ground delivery throughout the United States, with expedited Canadian shipping.

Here for You

Our quotes department manages the quoting process start to finish and specs out projects completely to get you the most competitive pricing available. No matter how complex the project, we work to help you win jobs.

Our in-house keying department gets every job done right. Whether creating masterkey systems, adding to existing systems or keying all major brands of interchangeable cores, our lockshop team provides custom services that support any size job.

We have the industry's most complete parts department, with parts and components from all premium door hardware lines, as well as additional items and accessories. We always stock what you want to get every job done.

Cutting-edge Digital Tools

We invested heavily to develop our seclock.com website, creating industry-leading features to give customers a seamless experience.

- Powerful search engine
- Live Chat with Technical Sales Reps
- Detailed product specs, pricing and inventory, all on one page
- Product filtering capabilities by any specification or attribute
- Massive library of manufacturer resources
- Robust education portal with new product information, industry trends, price updates and tutorials
- Installation videos, price lists, catalogs and product specs

As our industry evolves ever faster, it's crucial to work with a leader to stay timely with solutions. And it's why our inventory includes all functions, finishes, keyways designs, lengths, voltages and options, so you can find exactly what your customers want, every time.

This Is a Partnership

We operate on a strictly wholesale-only policy. We always work with you, never against you. Ultimately, we're large enough to stock everything you want, while still delivering personalized service and building long-standing relationships with our customers. ■

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Corporate Profiles



STRATTEC Security, headquartered in Milwaukee, is the world's largest producer of original-equipment (OE) automotive locks and keys. STRATTEC designs, develops, manufactures and markets mechanical locks, electro-mechanical locks, latches and related security/access control products for global automotive manufacturers. STRATTEC ships products to customer locations in the United States, Canada, Mexico, Europe and South America, and we provide full-service aftermarket support. STRATTEC also supplies products for the heavy-truck and recreational-vehicle markets, as well as makes precision die castings.

Formerly a division of Briggs & Stratton, STRATTEC's heritage goes back nearly 100 years to the early days of the automobile. Our long-term success is a result of our dedication to serving our customers and continuously improving our processes and product quality. Today, STRATTEC approaches business on a global basis, establishing strategic partnerships around the world.

Over the past several years, vehicle access systems have been evolving from purely mechanical components that have been the industry standard for decades to the integrated electromechanical systems that are becoming more prevalent. STRATTEC has been at the forefront, working with OE manufacturing (OEM) product development, engineering and purchasing groups to address the challenges facing our customers. STRATTEC is driving toward the future with a strong vision and a willingness to embrace the latest processes and technologies to achieve creative, high-quality and cost-effective solutions for our OEM business partners and their ultimate customer, the consumer.

STRATTEC is the progressive automotive technology source for access to OE parts, making it easier for locksmiths to service vehicles by using OE quality products. As the leading OE license holder in technology, STRATTEC is able to provide reliable product using OE technology, along with a constant supply of that product to the aftermarket.

STRATTEC places a high priority on service to our customers — a commitment we support in a variety of ways. Service and



replacement locks and keys are provided to the automotive market through our customers' service operations. OEM quality lock and key-replacement products are supplied through highly developed independent distribution channels. The products, product demonstrations and product support given to all these aftermarket channels ensures that consumers can receive OEM quality parts 24 hours per day, seven days per week, from a qualified source.

STRATTEC strives to provide complete and accurate automotive technology information. Our annual Comprehensive Catalog and Key Chart are industry-recognized as reliable sources of product information. Be sure to use the web-based part-search capability, so you have the most current information at your fingertips. As parts and vehicles are introduced, this website will be updated immediately. You can access this information and much more at aftermarket.strattec.com.

Look for STRATTEC to continue as a leader in providing the most progressive technologies available to the automotive aftermarket. ■





Janet purchased an **Aftermarket Remote** from her locksmith.



Tina chose a genuine **STRATTEC Remote**.

As a locksmith, you certainly have choices.

Choosing STRATTEC Remotes will ensure you always wind up with Tina ... *a happy customer for life.*

QUALITY – Upholds the same rigorous standards that OE manufacturers demand.

RELIABILITY – Our replacement products have a solid reputation ensuring locksmiths a happy, satisfied customer.

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Corporate Profiles



Top Notch Distributors, Inc.



Proud to be family-owned and operated since 1975, **Top Notch** has been a leading provider of architectural door-hardware products to dealers throughout the United States. We continually strive to be the foremost distributor in the industry by exceeding our customers' expectations with the integrity, knowledge and drive to provide the best service. Top Notch started working out of a small barn in the rural town of Honesdale, Pennsylvania. Top Notch founders Chuck and Wanda Jurgensen focused on the "pursuit of excellence in service," and this became the foundation of Top Notch's mission. Today, Top Notch is revered for legendary customer service and has become the premier architectural door-hardware wholesaler in the nation.

Now offering more than 100 market-leading brands of residential, commercial and electronic access control products, our portfolio serves multiple vertical-market applications, including single and multifamily homes, commercial and medical office buildings, hospitality, retail and restaurant locations, and industrial facilities. Our vast list of customers includes contract hardware distributors, locksmiths, integrators, retail lumberyards, retail hardware stores, door shops, e-commerce, decorative showrooms, and glass shops.

Using distribution centers in Pennsylvania, Massachusetts, Missouri and Nevada, Top Notch serves customers in all 50 states and provides 99.5 percent error-free

same-day shipping. With an average of 20+ years of experience, our more than 20-member Inside Sales Team is available 12 hours per day (7:30 a.m. to 7:30 p.m. EST), providing technical exper-

tise and purchase-order placement. Customers can place orders via phone, fax and electronic data transfer. And every order placed gets an order confirmation emailed or faxed.

Prefer the ease of online transactions? Our online store enables customers to place orders, check order status, view on-hand inventory and review account status anywhere! The Top Notch website is here to serve your demands 24/7.

Top Notch's services go beyond supplying the hardware itself. Do you require keying assistance? Our full-service keying departments are located inside each distribution center, providing custom keying capabilities (keyed alike, masterkeying, construction keying and more).

Do you want help with a large project? The Top Notch Quote Team is here to help. Our team prepares full project quotes, working directly with the manufacturer to get the correct products at the most competitive prices. Quote documentation includes product information, keying details and pricing information. Customized job packing and labeling also are available.

Top Notch is more than just a distributor; become a customer today. We are Top Notch, and so is our service! ■





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Top Notch is more than just a distributor. We treat our customers like family so you get the products you need, when you need them.

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Top Notch Distributors, Inc.

We stock a complete assortment of commercial mechanical and electronic products from the brands your customers want. Order online at www.topnotchinc.com or call 800-233-4210.



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View our entire selection of door hardware at www.topnotchinc.com

Corporate Profiles

Transponder Island Inc.

Transponder Island is headquartered near Cleveland, with a second warehouse location in Phoenix. We're a leading supplier for all automotive locksmiths. We know that to be a great locksmith, you have to have a great distributor on your team. With our expanded West Coast location, we're excited and motivated to connect our customers with more products and services. We now provide faster shipping times and later cutoff times. With more than 20 years in the automotive locksmith industry, we know what it takes to be ahead of the game. We pride ourselves on our great customer service, and we provide top-of-the-line customer care to all registered users. Our website, transponderisland.com, is one of the most advanced resources for all your automotive security demands. We understand that knowledge is power, and while you use our fully detailed product search, you'll find up-to-date product information on all your search inquiries. We work with our locksmiths to help solve everyday locksmithing issues and extend that information to all our locksmiths for better and quicker service.

We come to work every day with the mindset on how we can continue to expand the locksmith industry. We provide a low-price guarantee on all our products to provide our locksmiths with a competitive edge when taking in service calls. Transponder Island is a proud distributor for many of the top brands in the automotive security industry. Brands, such as Ilco, STRATTEC, Advanced Diagnostics, Keyline, JMA, Lishi and more, have used Transponder Island as one of the leading distributors of their great products.



Every year, auto manufacturers upgrade their key and security features on their latest models. With those innovations, our research and development team works hard on getting the newest products to you as soon as possible. Our development team also identifies and develops new and improved products to work on those compatible models. This allows our customers to always have a different option when it comes to new vehicles in the market.

At Transponder Island, the wheel never stops turning. Every day, we seek to improve our mission in providing easier automotive key solutions. Visit us at transponderisland.com for a full, detailed online catalog. You'll discover that our website was developed and enhanced with the customer in mind. We launched our website 2.0, with lots of new features and quicker processing time. At Transponder Island, we treat our customers like family. We can help to enhance your business with simple advice that can open many doors to increase your business. Transponder Island would love to hear your feedback on any questions you might have. ■

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Unit 103
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The screenshot shows the Transponder Island website interface. At the top is a navigation bar with links: HOME, BY MAKE, BY MANUFACTURER, BY TYPE, MOTORCYCLES, SALE, FREE GIFTS, and a CART icon. Below the navigation bar is a large banner with the text "ORDER YOUR STICKER KIT TODAY" and "BRAND YOUR VAN". The banner features two white vans. The van on the left has "WHAT COMPANY IS THIS?" and "???? ????". The van on the right has "LOCKSMITH 24/7" and "TI". To the right of the vans are images of products: a 2019 Auto Smart REM UNLOCKER, a LISHI TOOLS device, and a 2019 Auto Smart device. The text "Exclusively at TI" is also visible.



Rem Unlocker

The easy-to-use RemUnlocker can unlock keys in as little as 10 seconds. This device can unlock a wide range of supported automotive keys with free constant updates. By saving you time and money on purchasing new fobs, this device will turn your locked keys into reusable merchandise. Locked smart or RHK mistakenly, you can unlock them back and use them again.

RemUnlocker is available

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at Transponderisland.com, the official distributor.

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Corporate Profiles

The most common number of readers supported on access control panels is two or four. Which is better? If two doors are in close proximity to where the controller will be installed, a two-door controller is the most cost-effective. If four doors are in close proximity to the controller, a four-door controller is the most cost-effective. Wouldn't it be great if you could buy one controller that can support two or four doors where the two-door version is about half the cost of the four-door version? Well, through the magic of provisioning, that's exactly what you get with Cansec's MAP1 controller. Need half? Buy half.

When your customer is ready to add more doors, you can upgrade to four doors by simply purchasing an upgrade provisioning code. When the code is loaded into the MAP1, the additional two doors are enabled automatically, with no add-on modules to install. All you have to do is



wire up the new readers, locks, etc., and you're ready to go.

Turns out that provisioning has a hidden but highly valuable benefit to dealers and distributors in managing inventory costs. For example, if you're a distributor, you could stock only two-door controllers. If a customer wanted a four-door version, you could sell them a two-door MAP1 and place an order with Cansec for an upgrade provisioning code to four doors. These are distributed electronically by Cansec, so distributors don't "stock" provisioning codes. This can result in a huge reduction in inventory cost.

The cost of a MAP1 provisioned for two doors plus a four-door upgrade provisioning code is essentially the same as the cost of a MAP1 provisioned for four doors. ■

MAP1

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- Automatic panel discovery

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- Managed via browser

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Corporate Profiles

Capitol Industries' story began in the late 1960s when its legendary founder and industry pioneer, Aaron Fish, purchased a die-casting factory in Montreal to produce and market his revolutionary new invention, the Push Button Lock, under the Unican Brand. This entrepreneurial spirit of development and innovation still informs the corporate culture at Capitol.

Capitol's Lock Division designs and manufactures a wide range of quality security products, from Cam & Specialty Locks to General Security products, including key safes, T-Handles, patio door and window locks, cylinder and latch guards, as well as their latest line of patented magnetic products. The unique features of the new magnetic products include the absence of a keyway, no moving external parts, a weatherproof design, keys that can't be duplicated and thousands of possible combinations.

Although Capitol is focused on developing solutions for the



locksmith market, they also work in close collaboration with clients, designing and developing customized and proprietary solutions to meet the most exacting requirements. Capitol is a customer-focused company dedicated to providing new and innovative security solutions to the market, coupled with offering the highest levels of customer service, transparency and responsiveness.

Although Capitol has a long and storied tradition of innovation, they don't dwell on their past and continue to design and develop innovative solutions to meet today's ever-changing challenges and security demands.

The real strength of Capitol, however, isn't something you can find quantified on a spreadsheet or even in a corporate profile

but lies in the expertise of its employees and their dedication to the company's objectives. Employees play a key role in ensuring that quality products are produced and delivered to clients on time. At Capitol, the entire staff takes great pride in their work. ■

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Corporate Profiles

Framon Manufacturing has produced precision key-cutting equipment since 1967. Frank Agius, the company's founder, was active in the locksmithing industry but unhappy with the machinery available to him. So, Frank invented his own code machine, which he called the Framon No. 1, to meet his demands.

As time went on, Framon added to their key-machine line, with the models FRA2, TKM-100, DBM-1, DC-300, Sidewinder, Express, KX-1, FRA-2001 and MD-1. All models remain available and still are used widely today.



In 2002, Framon entered into a partnership with Gale Johnson to distribute Genericode key-code software. This program sends key-cutting information to a long line of machines, including Laser Key Products' 3-D Pro, Xtreme, Xtreme-S and Elite – fully automatic machines that



originate or trace high-security and standard edge-cut keys.

Framon later acquired Blue Dog Keys and now offers a full line of key blanks, specializing in the odd and the difficult to find. Aside from the rarities, Blue Dog strives to carry every key blank in the Iico catalog. Go ahead and ask us. We probably have it in stock!

Framon also runs a full-time locksmith shop, staffed by the same people who produce the key machines. Frank's Key & Lock Shop serves as the test bed for all products the company introduces. All of our products are backed by a one-year parts, labor and freight warranty.

If you're thinking key machines, think Framon first! ■



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Corporate Profiles



LP International has been in business under the same ownership since 1976, manufacturing and selling thousands of PowerMate Motorized Electric Hand Trucks & LiftGates worldwide.

The company's engineering department uses state-of-the-art modeling software in the ongoing development of new products and accessories.

The PowerMate Motorized Stair Climbing Hand Truck does 100 percent of the lifting, virtually eliminating risk of back injury while reducing the effort to move heavy, awkward loads by more than 87 percent!



A PowerMate is four machines in one: a well-balanced dolly; a powered stair climber; a loading dock leveler; and a powered tailgate lift!

Items that require two- or three-person crews to move conventionally can be done by one person using a PowerMate HandTruck.

PowerMate is perfect for the professionals in the lock and safe, and secure-services Industries.

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Corporate Profiles

Power Access: America's Durable Door Opener

In the early 1970s, **Power Access** saw the ever-growing demand for reliable accessibility solutions for individuals experiencing difficulty navigating doorways, so we developed a patented automatic door opener system and have manufactured our automatic openers and related door controls since. Today, thousands of Power Access automatic openers have been installed on doors throughout the United States and Canada.

Products: Power Access automatic door openers are reliable and cost-effective. We offer commercial and residential models suitable for all interior or exterior side-hinged doors. Each model allows for manual and automatic operation.

The **Model 4300 commercial opener** is for public applications aimed at increasing overall building accessibility.

The **Model 2300 residential opener** is best suited for private use by an individual looking to gain easier entry to the home.

We also offer a vast variety of control options and accessories, including electric strikes, door closers, push plates, hand-held remotes, coded keypads, sensing mats and other hands-free control devices. Wired or wireless options are available.

Installation: Installation and setup is a seamless process. Power Access provides the industry's friendliest installation guides, 24/7

technical support and impeccable customer service. Our openers easily integrate with most types of electronic security systems and locksets, and they come equipped with input terminals for electric-strike integration and added security.

Support: Locksmith customers receive courtesy discounts off MSRP for buying equipment directly through us and handling the installation. Our support team is available from the moment we connect on a project throughout the equipment's functional lifetime to ensure successful and reliable operation.

Customer Guarantee: We pride ourselves on the durability of our products and the superior service we provide our customers. With the purchase of a Power Access door opener, each customer is assured of the following:

- Reliability - made in the USA since 1972
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Corporate Profiles

Southern Lock has been a wholesale distributor of security products since 1946, proudly providing more than 800 years of combined industry experience. With multiple branches in the Southeast, we represent security products



hold several GSA contracts, and our experienced government-sales agents can walk you through even the most complex jobs. Now, with the addition of Silver Sales, we have increased our presence in the safe-lock and government-supply markets as a premier



from more than 200 manufacturers and maintain a comprehensive product range composed of most popular lines. If we don't have it, we'll find it for you!

Our team of dedicated outside sales consultants can help you solve the most difficult



problems, while our Electronic Access Control Department can guide you through troubleshooting tricky electronic solutions. We

distributor of Sargent & Greenleaf and Kaba Mas security products.

At Southern Lock, we don't just sell security products, we're a family business that deeply values our relationships with our customers. We're devoted to your success and continue to provide hands-on training opportunities to advance your knowledge. For more than 70 years, we not only have brought you fantastic solutions and quality products, but also have seen our customers grow with us. ■



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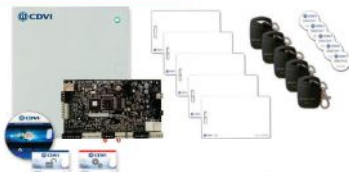


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Corporate Profiles

Stone & Berg is a wholesale locksmith supply company dedicated to serving security professionals in the greater New England area. As a company that has been around since 1909, we have grown from a lumber and hardware company into a security hardware distributor, stocking more than 90 manufacturers in one warehouse, with more than 30,000



SKUs. We house a knowledgeable and experienced sales staff that's ready to work with you to make your day-to-day tasks simpler. We have the knowledge, experience and resources required to answer your questions quickly and get you the products you want at a competitive price. We're open Mon-Fri, 8 a.m.-5 p.m. and will ship any order placed with us by 5 p.m., and most New England locations



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We take pride in offering free training and interactive-learning sessions at our Worcester, Massachusetts, facility through many different manufacturers, welcome to all security professionals.

Give us a call, and you'll see that we strive for high-quality customer service and quick response time on your questions. We look forward to hearing from you!

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Corporate Profiles

Innovation Meets Intelligent Security

TownSteel is the leading U.S. manufacturer of BHMA/ANSI certified Architectural Hardware. TownSteel has evolved from a background in original equipment manufacturing into a global enterprise pioneering a full line of category-leading entrance products designed for the security needs of residential, commercial, small business, multifamily housing, schools and campuses, hospitality and health care.

Our teams at TownSteel never stop thinking of ways to push new boundaries, combining the most intelligent innovation in technology with rigorously tested strength and security features designed to protect.

Headquartered in City of Industry, California, TownSteel



TownSteel®
Architectural Hardware MFG

is a privately held company that has a permanent staff of 120 and a 90,000-square-foot manufacturing and engineering plant at the same location. Almost all of our products are designed and

built on-site, deploying sophisticated production and operational systems that involve high-level quality, durability and functionality testing.

TownSteel locks come with exceptional technical support, which includes helping you to evolve and improve lock security that affects your safety. We invite you to get to know more about the TownSteel difference for your business.

Learn about our total solutions for all your lock requirements at: www.townsteel.com. ■



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CONNECTING YOUR BRAND

with solutions that move
people into action



STRATTEC Expands its Remotes Lineup

Aftermarket remote keyless entry fobs and remote headed keys now include models from Honda, Nissan, Subaru and Toyota.

STRATTEC Security Corp., formerly a division of Briggs & Stratton, has a heritage that goes back nearly 100 years to the early days of the automobile. Since then, the company has become the world's largest producer of original equipment (OE) automotive locks and keys, while providing full-service aftermarket support.

STRATTEC designs, develops, manufactures and markets mechanical locks, electromechanical locks, latches and related security and access control products for global automotive manufacturers. It also supplies products for the heavy-truck and recreational-vehicle markets, as well as makes precision die castings.

STRATTEC's long-term success is the result of its dedication to serving customers while continuously improving its processes and product quality. Today, STRATTEC approaches business on a global basis, establishing strategic partnerships around the world.

Over the past several years, vehicle access systems have evolved from purely mechanical components that were the industry standard for decades to integrated electromechanical systems, which are becoming more prevalent with each passing year. In keeping with the trend, STRATTEC for 2020 has an expanded line of remote keyless entry (RKE) fobs and remote headed keys (RHK).

Long an OE provider of RKE fobs and RHKs for Ford and General Motors vehicles, STRATTEC added an extensive line of RKE fobs and RHKs for Honda-, Nissan-, Subaru- and Toyota-made vehicles — 36 remote models in all. As with its OE keys, STRATTEC is eager to continue to support the locksmith markets by providing quality products and the right information about those products, so

» STRATTEC remotes for Honda and Acura vehicles include keys and fobs for the Accord and Civic, among other models.



locksmiths can make an informed decision.

To see all of the applications for all of STRATTEC's new lines of RKE fobs and RHKs, go to <http://aftermarket.strattec.com>. A comprehensive guide can be accessed under the tab "What's New" and then "new products." The guide is titled "Remote Keyless Entry, Remote Head Keys and Proximity Remotes." This PDF document can be printed, and you can search it as well. It provides a quick listing of all major brands of STRATTEC keys and fobs, including the newly added Honda, Nissan, Subaru and Toyota models.

The brochure lists valuable information besides models covered by each remote, including OE part numbers as a reference guide. Another feature: information on whether the specific model has on-board programming (OBP) capability. For a locksmith just breaking into the automotive side of the business, this is important information, because vehicles that can use OBP-capable remotes don't require an expensive programming tool. So, a locksmith can perform automotive work without necessarily having to invest heavily right away.

All RKE fobs and RHKs are approved by the Federal Communications Commission and are brand

Cover Focus: New Products 2020

new. That's worth noting again: These aren't refurbished products, but they carry pricing that's comparable with refurbished products.

Honda

STRATTEC's Honda line has nine different RKE fobs and RHKs, which cover Acura as well as Honda brand models. The coverage of manufacturer's models is extensive, and model years covered are 2001–2017. STRATTEC estimates that its aftermarket remotes will cover more than 19 million Honda and Acura vehicles on the road. Some of the popular Honda models covered include the Accord, Civic, CR-V, Fit and Odyssey. As for Acura vehicles, covered models include the RDX and MDX.

Of STRATTEC's nine RKE fobs and RHKs, five can be programmed through some form of onboard method. (The other four require a programming tool through the OBD port of the vehicle.) OBP-capable models are the 5938187, 5938189 and 5938194 among three-button remotes; and the 5938188 and 5938195 among four-button models.

Nissan

The Nissan line has five different RKE fobs and RHKs, which cover Infiniti and Nissan models. The vehicle coverage is extensive, and the model years covered are 2002–2017. The number of vehicles on the road covered by



» STRATTEC remotes for Subaru vehicles include fobs for the Impreza and Legacy.

models are: 5931638, 5931640 and 5938196 among three-button remotes; 5931639, 5931641, 5938207, 5938209 and 5938213 among four-button remotes; the five-button 5938212; and the six-button 5938211.

For more details on specific Honda, Nissan, Subaru and Toyota models, consult STRATTEC's brochure. ■■

Jeff Baker is distributor sales manager for STRATTEC Security Corp.

STRATTEC's remotes is estimated to be more than 20 million. Popular Nissan models serviced include the Altima, Maxima, Murano, Rogue and Xterra. Popular Infiniti models covered are the FX35, FX45, G35 and QX56.

Of the five Nissan RKE fobs and RHKs, four have OBP capability: the 5931636 and 5938185 three-button models and the 5931642 and 5938186 four-button models.

Subaru

In the Subaru line, STRATTEC has two different RKE fobs, a two-button model (5931644) and a four-button model (5931637) — both of which have OBP capability. STRATTEC's estimated coverage is for about 2 million vehicles on the road, and the model years covered are 1999–2007. Models include the Forester, Impreza, Legacy and Outback.

Toyota

STRATTEC has 20 different RKE fobs and RHKs for Toyota vehicles. The vehicle coverage is extensive, and model years 1999–2017 are covered. It's estimated that STRATTEC's coverage of Toyota vehicles on the road is

more than 17 million. Many of Toyota's popular models are covered, including the Camry, Corolla, Avalon, RAV4, Tundra, Prius and Sienna.

Ten of the 20 RKE fobs and RHKs have OBP capability. OBP



» STRATTEC makes 20 models of keys and fobs for Toyota and Lexus models, including the Camry and Prius.



» STRATTEC keys and fobs for Nissan vehicles include several Infiniti models.

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NEW!! Chrysler Ignition Removal Kit

Remove all 8 wafer ignitions through present in less than 5 minutes. No damage to lock, fit key, reinstall lock. **\$55.00 + \$6.00 S&H**



1998 Up G.M. In-Dash Ignition Removal Kit (patent 5454245)

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1996 Up Ford 8 Tumbler Ignition Removal Kit and Side Bar Breaker Tool (patent 5701773)

Use force tool to turn ignition to "on" position in less than 60 seconds. To start car or for fast ignition lock removal or use kit to push side bar in, turn cylinder to "on" position for fast removal without any damage. Fit key, replace same lock. **\$90.00 + \$6.00 S&H**



1994 Up G.M. 9 Tumbler Ignition Removal Kit (patent 5454245)

The locks have longer side bars than the older type and must be in the "on" position to remove. This kit will do that with no damage to the lock. Fit key and install same lock. Does all types, vats, mrd, top hat, module, etc. Your first job will more than pay for this kit. New with update to do module locks, blazers, suburbans, pick-ups, etc. **\$80.00 + \$6.00 S&H**



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Keyincode System Holds the Key to RMR

Three new smart door locks and a cloud-based access control system create a new solution for end users and locksmiths.

Keyincode believes the key to longevity in the locksmith and security channels is in the ability to generate recurring monthly revenue (RMR). This revenue can be provided by the sales and service of Keyincode products and KeyinCloud.

RMR increases the profitability and the value of a locksmith and security business. Some confuse revenue from repeat customers with recurring revenue. Sales of as-needed products and services to repeat customers are categorized simply as “sales.” RMR is revenue that comes in from essentially doing nothing new.

Keyincode works with KeyinCloud to provide end users with a robust cloud-based access control system to complement a cost-effective Wi-Fi-connected lock-and-devices security system. The alliance was developed to address market needs, but rather than connecting just with Keyincode electronic locksets, a comprehensive interface was developed, which allows various legacy systems to migrate to KeyinCloud. This provides end users with a cost savings on equipment and enhances their operational efficiencies.

Combining Keyincode electronic SmartLock Wi-Fi locksets with other locks and readers that end users might already have installed in the facility is a unique benefit. The ability to manage one to up to thousands of devices, doors, locations and users through a single software portal 24/7 is exciting.

Keyincode's SmartLocks

Keyincode's SmartLocks line includes three models of stand-alone Bluetooth Low-Energy (BLE) door



» KIC4510

locks: the KIC4510, KIC5510 and KIC6510. The 4510 is meant for lighter duty doors; the 5510 is classified as Grade 2 for standard-duty doors by ANSI/BHMA standards; and the 6510 is classified as Grade 1.

All three locks provide a wide variety of functions and benefits, including three means of access — through a code punched in on the lock's keypad, a MIFARE card or fob, or a cellphone. The locks have audit-trail capability, collecting time, date and user ID for the 2,000 most recent transactions.

All features can be managed in one of three ways. The first option is at the door “one to one,” or one lock at a time, through the keypad or the use of the K3 mobile app. The second option allows you to manage multiple locks remotely, albeit one door at a time. That communication is provided via a gateway device



that communicates with the lock via Bluetooth and the internet via Wi-Fi through a router. The third way, however, is the natural “next step” that greatly enhances the possibility of RMR.

The logistical desire by end users of every description to manage many locks, users and locations remotely efficiently and effectively 24/7 is high, but it requires cloud-based access. Enter KeyinCloud. KeyinCloud allows for simultaneous lock management as well as audit-trail access to each lock and RMR through license renewals.

KeyinCloud eliminates the necessity that an end user has access to computers, software, panels or wiring infrastructure on site, says

Mark Clemens, managing partner at KeyinCloud. “Utilizing the building’s existing Wi-Fi network to communicate and manage edge devices via the cloud is how it is accomplished.”

Multiple Lock Types

Where high-security cylinders were the “common denominator” for different types of hardware to save the end user money on hardware replacement, KeyinCloud merges different controls and panels and even enhances the original performance of the device.

“The KeyinCloud platform is ‘hardware-neutral,’ allowing management of a wide range of third-party stand-alone and hardwired platforms, including Mercury control-panel-based solutions,” Clemens says. Compatible locks include models by Kwikset, Schlage and Yale. “All legacy hardware can be migrated to our cloud-based management platform, allowing management of legacy exterior entry doors, interior doors, garage entry, elevators and other common door areas all on the same system. KeyinCloud also integrates with other third-party Wi-Fi, Z-Wave edge devices, such as thermostats, sensors, etc.”

The KeyinCloud platform has an intuitive easy-to-use browser-based interface that allows anyone to manage the system, add and delete users and manage access. With no on-site software or system server required, the complexity is taken out of access control management, as well as the necessity to have IT staff to manage the system. This greatly reduces the cost of access management.

About that RMR mentioned earlier: Locksmith and security providers can add to profits and increase the value of the business by selling access control as a service. KeyinCloud has a unique financial package that allows end users to install



access control at an affordable monthly fee.

This is a great help to many who have the demand for access control but might not have the capital budget required for a traditional access control system. This program is a terrific RMR generator that includes devices, installation, service and maintenance agreements.

Note: Pricing includes three years of managed services via KeyinCloud to match the three-year warranty of a Keyincode lock. The monthly fee for managing devices and users beyond the third year will be based on the quantity of doors and users in the system.

More info: www.keyincode.com, www.keyincloud.com ■■

Longtime security-industry professional Joe Dalessio is president of Keyincode. He can be contacted at: sales@keyincode.com, sales@keyincloud.com.

Smart Pro Gets Even Smarter

Added features help automotive locksmiths work smarter instead of harder.

The first half of 2020 is behind us — thankfully! Most people I know would NOT want to relive the past six months, but good things happened as well as the bad things that grabbed all the headlines. I suspect that a lot of lifetime friendships were formed this year. During the “lockdown,” many people spent more time with their loved ones than ever before.

As a locksmith, my job and probably yours as well became “essential.” Although some stayed home and watched TV as their income flatlined, we were out there risking everything to help others. We found

» The new Smart Pro from Advanced Diagnostics

new ways to work smarter rather than harder. Early on, I realized that reducing the amount of time that I spent sitting in a stranger’s car was just as important as the mask, sanitizing spray and gloves.

While others spent “quality time” with loved ones, I spent my time bonding with the tools that I use every day. I carry six different programmers in my truck, while four others stay

mostly at my shop unless I have a specific need for them on a job. As 2020 got underway, I welcomed a new programmer, the Smart Pro from Advanced Diagnostics (AD), part of Kaba Ilco Corp., into my truck. Because I used AD’s Unlimited Tokens plan, I had a big incentive to use the Smart Pro as much as possible. I soon realized that by using it, I could shave minutes and sometimes even hours from many of my jobs.

The more that I used the Smart Pro, the more proficient I became.



» Smart Pro Data Page



» Just some of the new offerings from the Kaba Ilco “Look Alike” remote line.

At first, I didn’t take advantage of the wealth of information contained on the page that opened every time I selected a vehicle. After a few screwups that made me want to slap myself, I learned to pay attention to what the machine was trying to tell me.

You could say that I have been in the information business since the late 1980s when I started to make training videos, teach and write magazine articles. So, it was natural for me to think that I already knew it all. In fact, one of the few undeniable truths in the automotive locksmith business is that no one knows it all. Soon, I really began to appreciate the work that went into putting all of the Smart Pro’s information at my fingertips.

The folks at AD have done an excellent job of compiling and organizing a tremendous amount of the data that we require to work smarter instead of harder. But, as the old saying goes, “you can lead a horse to water, but you can’t make him drink.” AD and Ilco put the information in our hands, but way too many of us don’t take advantage of it. After I made it a point to pay attention to what was on that data page, my jobs got easier and faster.

Updates for 2020

At the time of writing, AD had introduced five software packages for the Smart Pro since the beginning of 2020. (There are also Spanish and French versions of most of these as well as English.)

Just days before I finished this article, AD announced that there no longer would be a need to go through the National Automotive Service Task Force (NASTF) or enter a locksmith identification (LSID) number issued through NASTF to complete any programming operation. Here is an excerpt from that announcement: “As

a result of these enhanced capabilities on the Smart Pro, Advanced Diagnostics will be discontinuing its Ford Online Service that required a NASTF login and the QR Reader.” This was good news, because I don’t have an LSID or a

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A Tale of Two Chryslers

A little over a year ago, I had a bad day that involved a 2015 Dodge Charger. Some background: There is a small agricultural community north of Pensacola called Jay, Florida. When I was in my late teens, oil was discovered there. It wasn't quite like the "Beverly Hillbillies," but there were parallels. A lot of rural folks got rich overnight, but many didn't. Some people took the money and ran; some spent amazing amounts of money on cars, trucks, boats and airplanes. Some people invested wisely and some foolishly. Those days now are known by the locals as the "oil boom." Now, the community is an odd mix of "down-home" country folks who might or might not be wealthy and folks who are just getting by.

I seem to be the only automotive locksmith willing to go to Jay on a regular basis. I did a job several years ago for a garage in the area, and the owner now passes out my business cards. I got a LOT of jobs by referral from that one garage, and I am grateful. I make sure that he has lots of business cards, and whenever he wants my help, I give him a healthy discount. So, when one of his mechanics lost the prox fob for a 2015 Dodge Charger, I told him I'd get the job done ASAP and at a good price.

I drove to the home of the owner to do the programming armed with my MVP Pro, D-Max and a couple of other tools that could pull a PIN on most Chrysler products. It didn't take long to discover that none of those tools would pull a PIN on a 2015 Charger. So, there I was, 40 miles from home, and unable to pull the PIN. Not only was this inconvenient, but it also was embarrassing, because I had a glowing reputation to uphold with my customer. On top of that, I was in a fringe cellphone-reception area, and it was over 90 degrees with no shade.

To make a long story short, I drove to an area that had better cellphone service and fired up my hotspot in a shaded parking lot. I finally got the PIN from a code broker, but it took more than an hour, and it cost me \$50. That was the day that I started looking into getting a Smart Pro from Advanced Diagnostics, because everyone I spoke with said it would have pulled that PIN. Needless to say, I lost money on that job, but at least I kept my reputation intact with my customer.



» 2015 Chrysler 200



» 2015 Dodge Charger

Moving forward to just a few weeks into the lockdown, I got a call for a 2015 Chrysler 200 equipped with push-button start, with all fobs lost. It was on a Saturday evening when I normally wouldn't take a call, but things had been so slow that I couldn't turn it down. Besides, the guy who owned the vehicle was truly stranded. He and his girlfriend had been "tubing" (floating down the river on innertubes), and when they got back to where they left his car, the prox fob was gone. They walked several miles then got a ride back to the girlfriend's house.

I had a fob in stock for his car, so I took a chance and agreed to do the job. This would be my first encounter with a Chrysler 200, and I remembered that from 2014 and up, it was basically a rebadged Alfa Romeo. I also remembered that when the 200 came out, they were "dealer only" cars for a couple of years. From what the owner told me, I knew there would be no cellphone signal where the car was parked, and if the Smart Pro couldn't pull the PIN, I would be in trouble.

We agreed to meet at a convenience store, and I was off. I followed them to a dirt road and then about another five miles through the woods to where the car was parked. I crossed my fingers and hoped that the Smart Pro would do the job.

I picked open the door with a Lishi tool. The alarm went off, but I doubt whether anyone but us heard it, because we were so deep in the woods. I hooked up the Smart Pro, pulled the PIN and had the new fob programmed so quickly it was embarrassing. The emergency key from the owner's old prox fob was in the car, so all I had to do then was copy it onto the new emergency key. We were done literally in minutes from the time we finally got to the vehicle!

Because there was no cell signal, we had to drive back to the convenience store so I could run his credit card. While we talked, I found out that he had left the emergency key in the car on purpose and just took the fob with him tubing. I still don't understand his logic for that, but I suggested that in the future he do it the other way around.

The bottom line here is that the Smart Pro and I saved the day for those people. We all knew that if the vehicle had spent the night where it was, there was a good chance that it would have been vandalized or stolen. And I'm grateful to know that I now can pull more Chrysler PINs than I could before.

membership in NASTF. I don't have anything against NASTF, but as an old-fashioned locksmith, I rarely have to pull a code, so the cost-benefit ratio would be a high cost with little, if any, benefit for me. With that in mind, let's look at the newest software provided by AD.

ADS2296 – Toyota: This software allows the user to program the latest generation of Toyota and Lexus proximity keys and reset the immobilizer. Adding keys and All Keys Lost (AKL) operations are



» An update enables Toyota programming.

supported. However, changes made to the system by Toyota now require that all new proximity keys be brand new. If any "lost" fobs are recovered, they can't be programmed back into the system. When this software was introduced, Outcodes generated by the software had to be converted through NASTF with an LSID and an active TIS subscription (an additional service that enables locksmiths to access Toyota, Lexus and Scion codes). That no longer is necessary for the reasons mentioned above.

ADS2295 - Alfa Romeo-Dodge-Fiat-Jeep 2019: This software update allows the user to program proximity keys for the Alfa Romeo Stelvio and Giulia and bladed keys for the Fiat 500X, Dodge Promaster and Jeep Renegade models. No working key is required, so this software allows

the user to handle AKL situations as well as adding keys. All existing keys (and remotes) will be erased but can be added back in during programming. The security PIN is bypassed during programming, and any remotes are programmed at the same time as the

key. The Smart Aerial cable (ADC242) is required to prepare all keys, but no working key is required for that.

ADS2297 – 2020 Nissan: This software allows the user to program proximity keys for the newest generation of Nissan vehicles without having

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C010 - 1000G	NA25 - R1064E	Y3 - C999
C026 - 1000V	NH1 - 1177N	Y6 - 997X
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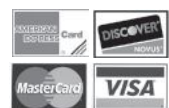
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» Smart Pro user interface

to access NASTF, obtain dealer codes or connect to the internet. The security system is bypassed automatically to provide a stand-alone solution for these vehicles. As with previous Nissan systems, all existing keys will be deleted but can be reprogrammed. Remotes automatically program at the same time as the keys. AKL situations are supported as are adding keys. This software update is available in English, Spanish and French.

ADS2281 – Mitsubishi:

This software update allows the user to program bladed keys and remotes for the 2018 and up Mitsubishi Eclipse Cross. Security is bypassed automatically, and no PIN or internet access is required. All existing keys will be erased during programming, but can be programmed back in. No working key is required, so AKL situations and adding keys are supported. This software update is available in English, Spanish and French.

ADS2290 – GM 2020: This software allows the user to add a bladed or proximity key to several General Motors vehicles if no working keys, or only one working key, is available. PIN reading is performed automatically without access to NASTF or the internet. The remote is programmed at the same time as the key. This software update is available in English, Spanish and French.

For more information on the Smart Pro and Smart Pro software, go to: www.adusa.us/ad-en/references/software.

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» Smart Aerial

for most Honda and Acura vehicles as well as Lexus vehicles. New Look-Alike flip keys are available for Ford, Hyundai, Kia, Fiat, Mazda and GM vehicles. **For more information, go to: www.ilco.us/ilco-en/products/auto/remotes/look-alike-remotes.** ■■

Steve Young has been a locksmith since 1973 and has trained and taught locksmiths since 1988. He is a frequent contributor to Locksmith Ledger.

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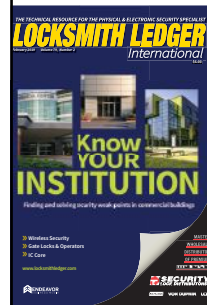
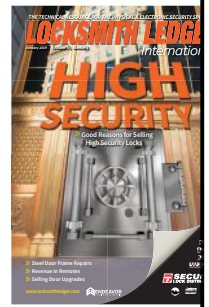
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10.**YEARS AGO**

Tim O'Leary explained FIPS 201 government regulations. Scott Baker, **ASSA ABLOY**, predicted the future of mechanical locks versus electronic access control — interesting reading. Tim O'Leary suggested installing gate operators as a new vertical market for locksmiths. Jerry Levine reported procedures for cloning a Honda Accord key while using the **Kaba Ilco** RW4 Plus cloner. Gale Johnson showed the features of **Schlage** CO-Series electronic stand-alone leversets. Jerry Levine wrote of the advantages of choosing and selling **AMSEC** safes via the internet. A **Bianchi** 884 Decryptor Ultegra cloning tool was the subject of an article. An overview of various surface-mounted strikes introduced readers to a new line of products. John Hughes pitched ideas on incorporating video into an access control system. More than 400 different vehicle models can be cloned using the Philips Crypto Key, according to our 2010 article. Bob Cronk, **Select Products**, suggested geared continuous hinges as a solution for high-traffic doors.

20.**YEARS AGO**

Locksmith tools was our cover topic 20 years ago. Jerry Levine provided techniques for sharpening chisels and drill bits, information that never goes out of date. Hubert Curry showed how to upgrade an electric drill by adding a hand-operated chuck. A listing of popular battery-operated drills showed various features of each model. Jerry Levine installed a **PDQ** cylindrical leverset. Dick Zunkel pitched ideas on integrating delayed-egress devices into an access control system. Installation procedures for a **Von Duprin** Guard-X exit device were featured. A **Pro-Lok** PKA2 tubular pick easily passed our picking tests. Tiny fit keys to a Chevrolet Beretta. Roy Iglesias won an essay contest that was sponsored by **Lockmasters**. Exploded views of a **Sargent & Greenleaf** 6730 were shown. Adam Weinraub, **Pro-Lok**, showed how to unlock various Daewoo vehicles. Mike Radom provided inside views of armored-vehicle locking systems. Milt Wolferseder solved lockout problems of **Diebold/York** round-door chests.

New Kason Lock

Kason Industries makes heavy-duty hardware often found on truck bodies and refrigerator units. Kason locks found on commercial refrigerators often use a simple five-wafer lock, but lock handles on truck bodies used a more secure Illinois keyway or a pin tumbler



» Lock

push-in lock made by CCL. The CCL code series is 001-100 and uses a four-pin Ilco 1000H key blank.

More recently, Kason locks have been found to use a four-wafer system. Codes no longer are printed



» Keys

on the face of the lock. Keyway, depth, spaces and code series remain the same as the old CCL locks, but the key blank must be modified before it will operate. First, the distance from shoulder to the tip of the key must be shortened to 0.69 inches. Second, the



» Closeup of tip

bottom shoulders on the 1000H key blank must be removed. Use HPC card C12 / 4R when originating keys.

The Back Page and You!

If you come across a story that you would like to see on the Back Page, feel free to send it in!

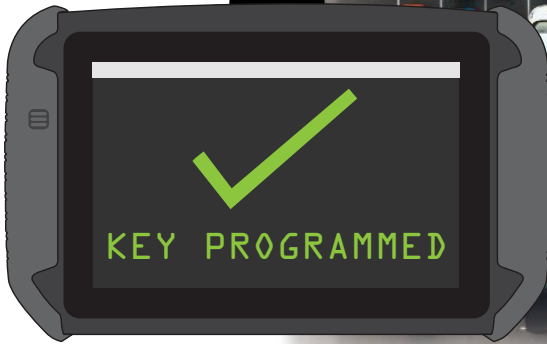
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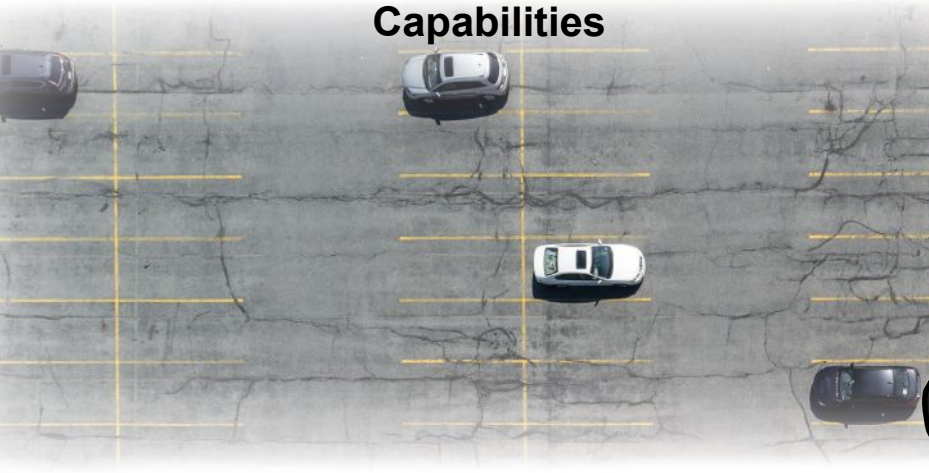
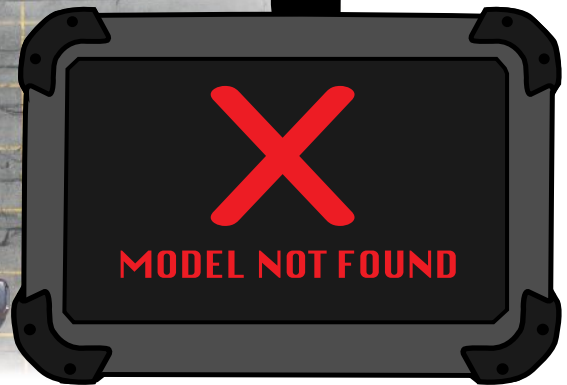
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Editorial director | Steve Lasky
Editor, *Locksmith Ledger* | Gale Johnson
Editor, *Security Business* | Paul Rothman
Editor, *Security Technology Executive* | Steve Lasky
Editor, *SecurityInfoWatch.com* | Joel Griffin

SALES

Group Publisher | Nancy Levenson-Brokamp
(847) 454-2702
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PRODUCTION

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Audience Development Manager | Courtney Wethal
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In Crisis Technology Mode



By Steve Lasky

It is not like we haven't dealt with a problematic virus prior to the COVID-19 specter appeared. Earlier this century it was the SARS outbreak that was predicted to explode across the globe in biblical proportions, but thankfully it failed to reach an epic scale. And just a decade ago the world stared down the outbreak of H1N1 that proved less of a threat than most experts expected. However, even the most jaded crisis manager and security professional couldn't have predicted the swiftness and voracity of the current pandemic and how it has dwarfed any previous global viral experience governments, businesses and organizations have ever encountered.

Undoubtedly, beyond the mounting death count and economic devastation, the most insidious aspect of this coronavirus pandemic has been an almost total alteration of daily life. From the way we interact with people, shop for our groceries, comfort our loved ones in hospitals or nursing homes to sending our children to school, everything has changed.

As school administrations contemplate how – or if – they will be able to open their schools come this fall, the one constant is it won't be business as usual. According to William Plante, a Senior Principal with ADT Commercial's Enterprise Security Risk Group, no planning he'd ever seen could adequately prepare the U.S. student population and workforce for what has been wrought by COVID-19.

"Much of the new workplace and classroom norm is a direct result of almost on-the-fly planning to mitigate virus exposure and to simultaneously support remote-based productivity and learning in this new reality. We're still in the midst of COVID-19, and the impacts on the workplace and campuses will create a new normal, even when we have an immunized population and a rigorous testing program available. We may have the perfect storm of three colliding phenomena that will forever impact the campus environment and security strategies," says Plante, citing the transformational design changes being created for campus spaces,

the more streamlined security technology that accounts for user experience, and what he calls the COVID-19 maelstrom.

For Guy Grace, who serves as the Director of Security and Emergency Planning for Littleton Public Schools outside of Denver, it is all about adapting to the new normal.

"It is so important for schools right now to be working with other stakeholders. These stakeholders are designated school personnel with decision-making authority (with the collaboration of registered school nurses) should work with the local health department to coordinate steps for the upcoming school year. However, when we put in measures the end goal is always safety. The best safety is when it is holistically applied. Does it empower the students to learn, the teachers to teach and the community who has their love ones in the school to function the best that it can," explains Grace.

The bottom line is that the relationship between technology and its users will never be the same as it relates to the security industry. The crisis has created a new normal. ■



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For Solid Access Control, Security Begins with

Enhanced card security is characterized by advanced technologies like biometrics, Bluetooth and mobile apps

By Jeffrey E. Barnhart

With the ease of set-up, use and management, card-based access control systems are the most secure way to give access to the right person at the right time.

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Trust

Access control is an essential part of commercial security systems—keeping buildings, designated areas and sensitive information secure and safe by controlling entry or restricting access. With the wave or swipe of a card, authorized individuals can gain entry to an entire facility or secured zone through an entry point like a door, turnstile or gate. In an era of growing security concerns, governments, corporations and property managers must elevate the importance of a trusted identity while balancing the demand for convenient and efficient access.

The two primary types of access control are physical and logical. While physical access control limits access to buildings, rooms and spaces within a building, logical access control allows authorized and authenticated personnel access to resources, systems, directories, networks and files. Combining physical and logical access control delivers a higher level of security, granting companies the ability to limit and monitor access to sensitive data and physical locations.

Access cards are tied to a person's identity through a physical access control (PAC) system, which involves a two-step process that links a card to a person after the card has been printed. Some card personalization software systems can also connect to and update the PAC system after the card has been personalized. "Access control begins with a trusted identity, which validates the person who is entitled to the benefits associated with a credential," said Sebastian Tormos, Entrust Datacard's director of vertical marketing, who is an International Card Manufacturers Association (ICMA) member. First, a system identifies an individual. Then, his or her credentials are authenticated via a badge, smart card, password, mobile device, or biometric (i.e. fingerprint, facial recognition or iris pattern). Following authentication, access is granted.

Uncover Security Vulnerabilities with a Risk Assessment

Although digital technologies are transforming how identity is authenticated around the globe, a risk assessment and an application audit comprise the backbone of the security framework and are the first steps in determining vulnerabilities and which type of access control technology is needed. The goal of a risk assessment is to gain an understanding of the existing system and environment and then use the data to allocate mitigation resources to the areas that will significantly lower the enterprise's risk profile. When done well, the risk assessment will identify high impact areas, allowing the integrator and user to prioritize mitigation to vulnerable areas.

"Risk assessments are critical for end-user enterprises," said Kevin Freiburger, director of identity programs at Valid, who is an ICMA member. "They are often overlooked or are not allocated the proper resources by companies, which can lead to security vulnerabilities. It is recommended that end-user companies engage integrators from the industry to ensure a comprehensive risk assessment and audit of security applications." Not every integrator is equivalent in terms of experience and expertise, so the integrator of choice should itself be considered a potential risk. Therefore, it is important to lower the risk by performing due diligence and research on various companies and products within the industry. It is essential for companies to carefully vet vendors to ensure that they have all of the compliance credentials in building and deploying software and protective systems. "An experienced integrator is a valuable partner and a critical link throughout the risk assessment and audit," Freiburger added. "Having confidence in the integrator's ability to analyze assets, threats, and vulnerabilities to mitigate risk by



deploying the proper solutions and technology to minimize security risks is paramount.”

Recently, there have been several large-scale data breaches and that is what is driving security, giving information technology directors much of the power in purchasing decisions. “However, it isn’t just about data breaches,” Freiburger said. “It is about privacy issues and how the

A proximity (prox) card is the most common type of access card for commercial and residential buildings; however, it offers little security.

Typically, the size of a credit card, an access card usually lasts five to 10 years before it has to be replaced. However, many factors affect the durability and lifespan of the card, such as the type of card substrate and personalization techniques used,

away from magnetic stripe cards and replacing them with prox cards.

The most recent advancement in the access control card market segment—smart cards—was developed with the goal of being hard to duplicate. Smart cards are more reliable than magnetic stripe and prox cards, and with an increasing demand for security solutions, growth is significant. The three types of smart cards—SEOS, MIFARE DESFire EV2, iCLASS SE—offer the most security, operating at 13.56Mhz (compared to a prox card that operates at 125kHz). Smart cards contain an embedded integrated circuit and are capable of writing data, as well as reading it, which allows the cards to store more information than traditional prox cards. Smart cards can also provide personal identification, authentication, data storage, application processing and can be combined with other card technologies for increased security.

Previously, smart cards were used primarily by the U.S. Department of Defense for logical access management and in higher education settings for student identification cards, but now there is widespread adoption in the electronic benefits transfer, health care and financial markets. “Smart cards are the best fit for commercial and residential building access because they provide greater security with an encrypted credential that must be decrypted by a reader,” said Martin Hoff, Entrust Datacard’s product marketing manager of hardware, who is an ICMA member. “It’s much easier to spoof proximity and magnetic stripe cards.” Although prox cards aren’t as flexible as smart cards and don’t offer multifunctionality like the ability to load payment purses and applications onto the card—a prox card does allow the user to be contactless.

“There’s definitely an uptick in prox card use,” Freiburger said. “We are seeing more interoperability, which does make a prox card more viable. For example, they can be used in multiple systems for logical and physical access control systems.”

Technological advancements like the deployment of wireless technology, are enhancing access control.

data will be used.” Risks and vulnerabilities will arise; therefore, an organization must have a solid information security framework, which will enable a business to pivot and address new risks and vulnerabilities over time.

Choose the ‘Right’ Card Technology

The top two factors in card technology choice for most businesses are budget and security. As companies realize the potential impact of a security breach, they are proactively taking measures to ensure employees and residents have access to applicable buildings, zones and entrances at the right time.

Technological advancements like the deployment of wireless technology, are enhancing access control.

“One type of card is not best for a specific application,” Freiburger said. “There’s choices and tradeoffs, especially with different types of cards, reader technologies and software vendors.”

There are two categories of access control cards—nonsecure and secure—and both provide ways to monitor who is accessing resources or entering or exiting a building.

how the card is stored and if the card is resistant to chemicals, abrasion, moisture and ultraviolet light.

Although the three types of access control cards—proximity, magnetic stripe and smart—may look the same, the technologies driving them to vary significantly.

Prox cards, which use an older technology resulting in a low-security card, can be made of several different materials, as well as forms—cards, tags, or fobs—but they all work in the same way: by being held in close proximity to a card reader. The low-frequency 125kHz credential has an embedded antenna, which when in close proximity, such as a few inches to two feet—sends a signal from the card to the controller that grants or denies access.

Magnetic stripe cards work by swiping a magnetic stripe through a card reader like a credit card. They are one of the oldest forms of access cards and offer minimal security because they can be copied very easily. Magnetic stripe cards typically work as a single application card and are primarily used in low-security settings like for guest entry to a hotel room or for casino playing cards. Many companies are moving



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Security is a top concern for both private and public entities; many industries are transitioning to smart cards. “Smart cards are the most secure type of access card and are used most often in government, health care and financial sectors, while proximity cards are commonly used in higher education and enterprise,” Hoff added.

Control Access: From Keys to Cards

With the ease of set-up, use, and management, card-based access control systems are the most secure way to give access to the right person at the right time. Surprisingly, 20 years into this century, some businesses are still using traditional locks and keys for access. Although there is little need to use keys in today’s

to turn off physical access control as well as logical access.

“Access cards are encoded with a unique decimal number, which is linked to a user’s record,” said Howard Albrow, HiD Global’s NPI product line manager of PACS credentials, who is also an ICMA member. “Typically, an access control card does not contain any personally identifiable information, but through the system, it can link to a data record that may hold personally identifiable information.”

Today, most buildings are using an integrated access control system.

Access Control Trends to Watch

Though access cards still play a powerful role in the access control market, some companies are turn-

identity, physical cards will continue to play a valued role in securely granting or restricting access—especially in the health care and government sectors. The combination of a physical card with digital identity is powerful and provides multi-layered security. “There’s definite growth in mobile,” Freiburger added. “When it is used properly with an application for access control, security is incredible. Issuers want to meet their customers where they are and that is typically on a phone or on a cloud service.”

Another major advancement in access control is the propagation of biometrics, a category of authentication that relies on unique biological characteristics to verify a user’s identity.

Biometric identification is the only mode of authentication that can unequivocally validate a person’s identity. It is on the rise with retinal eye scanners, fingerprint readers and facial recognition scanners becoming more common. In some cases, multiple methods of biometric identification are combined with the use of a card (or used in place of a card) for even greater security. Unlike proximity cards, smart cards, or keys, biometric security cannot be transferred. A person must be physically present to gain physical or logical access. “The adoption of biometrics will be a continuum,” Freiburger said. “Looking ahead to the next five or 10 years, growth will likely accelerate as the prices come down and biometric systems can be inexpensively deployed and upgraded.” ■

Card-based access control systems
are the most secure way to give access to the
right person at the right time.

interconnected world, keys still make sense in some use cases.

Keys may be the right choice if a company has a completely offline system or is located in a very remote area. In that instance, it may be difficult or expensive to implement a card-based access control system, especially if there is no internet connectivity. To be secure, an access control system needs to be updated, maintained and monitored and depending on the connectivity of a building or a system a physical key could make perfect sense. However, it is time-consuming and tedious to change locks and replace keys if they are lost, stolen, or misplaced. If an access card is lost, stolen or permissions need to be amended, an integrated card management system allows the administrator to easily turn off a card and then notify the other integrated systems

ing toward smartphone Bluetooth-enabled and Near-field Communication (NFC) technology. Both are wireless technologies that give individuals frictionless access. The introduction of mobile credentials has the potential to revolutionize the access control industry, eliminating the need to carry and swipe a card. Instead, a phone’s technology can be used to authenticate identity and grant entry. “There has been a tremendous uptick in the popularity of mobile credentials,” said Albrow. “A mobile credential can be used via a smartphone to interact with an access control reader in the place of a physical card, which is more convenient, allows greater flexibility, improves privacy and can also lower the maintenance costs of credential management for end-users.” However, when it comes to a trusted

About the author:

Jeffrey E. Barnhart is the founder and executive director of the International Card Manufacturers Association (ICMA). He can be reached at jbarnhart@icma.com



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With a New School Year Comes a New Normal

Strategic safety and security protocols will mandate how schools implement security systems

By **Steve Lasky**

As school districts around the United States plan for the upcoming fall sessions, there is little doubt that it will not be business as usual. With some medical experts predicting the possibility of a major spike in the coronavirus around the country, especially in regions which opened with little regard for testing or following established CDC pandemic protocols, the potential for delayed or launches or staggered schedules looms as a reality.

That being said, most agree that there will be a school year whether it is shared with the brick and mortar facility and a version of on-line classes. Either way, the security strategies and the technologies used inside the school buildings figure to see some changes. From more intense monitoring of staff and student comings and goings, temperature scans and tracking to revamped approaches to access control and door hardware, the 2020 fall school year will certainly be unlike others before it.

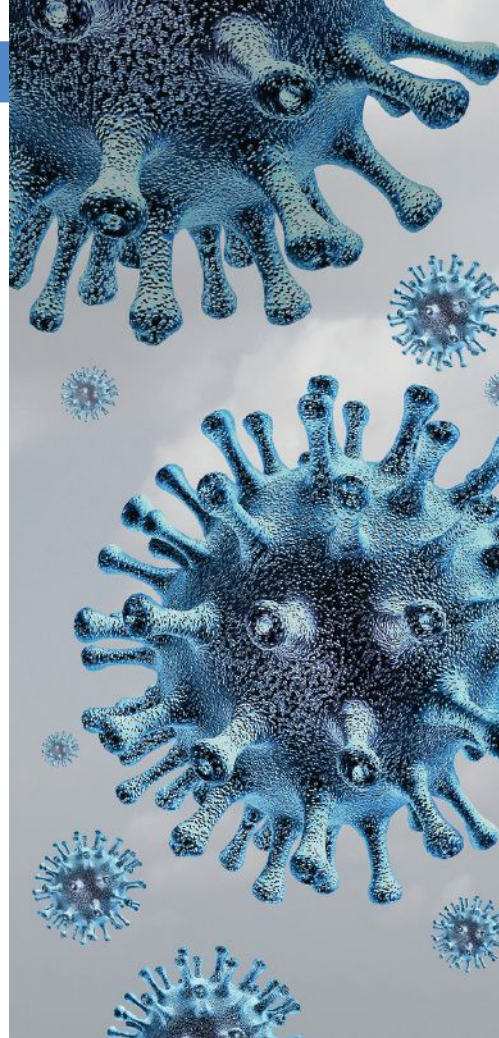
In conjunction with dormakaba, one

of the top three companies for access control and security solutions in the global market, and two of the industry's top security practitioners, the print and digital platforms of SecurityInfoWatch.com Security Group present a roundtable discussion of the "new normal" that might characterize the impending school year for K-12 students and staff and how administrators can work with vendors and integrators to keep the spread of COVID-19 at bay and maintain the safety of all concerned.

The two roundtable participants who joined Editorial Director Steve Lasky include Guy M. Grace and Jonathan Jones.

Grace has worked in the security field for 35 years. He currently serves as the Director of Security and Emergency Planning for Littleton Public Schools, a suburb of Denver, Colorado. He also serves as the Chairman of the Partner Alliance for Safer Schools (<http://passk12.org/>). Grace has been providing district security services and leadership to Littleton Public Schools (LPS) for 31 years. He is a recipient of

many national and security industry awards and recognitions to include the Association of School Business Officials International Pinnacle award, Security Magazines Most Influential People in Security, The 2014 American Red Cross Century of Heroes award, the Security Industry Association (SIA) Insightful Practitioner Award, the NSCA 2019 Volunteer of the Year Award and the 2019 NCS4 Professional of the year award. Grace is a regular speaker at school safety trade conferences and a regular security media commentator for various trade magazines and media. Jones is the President of JL Jones Group. JL Jones Group is a manufacturer's representative agency located in the Rocky Mountain region providing support in Colorado, Utah, Wyoming, New Mexico, Idaho, and Montana. The JL Jones professional team is unique to the industry in that the firm takes a holistic approach with their construction projects with team members calling on distributors, contractors, wholesalers, integrators, end-users, and architectural design firms. The company represents





As school districts around the United States plan for the upcoming fall sessions, there is little doubt that it will not be business as usual.

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several prominent security and door hardware brands. Jones has 12 years of industry experience in various management and sales roles.

Steve Lasky – *Given the current environment faced by security professionals as a result of the ongoing coronavirus threat, discuss some of the major access control trends that are either currently on the market or close to market that will address the “new normal” of electronic access control and/or door hardware devices.*

Guy Grace – In a time of crisis we are reminded how important the Layers of Security and the Safety Security components are for schools. Leadership and coordination at the district level are integral to the successful development and adoption of school safety processes, plans, technologies and procedures and for ensuring these measures are updated for consistency with evolving best practices. Most school safety measures have district-wide components or responsibilities. It is critical for districts

to understand the fundamental link between readiness for day-to-day emergencies and disaster preparedness.

School districts that are well prepared for individual emergencies involving students or staff members are more likely to be prepared for complex events like a community disaster we are dealing with now. Prevention, Mitigation, Response and Recovery should all be considered in all aspects of an emergency response plan. To me, a security system is one of the core tools we need to have a place for the all-hazard emergency responses in schools. District-wide physical security standards must be robust in a pandemic. The physical security standards of our district facilities must be strong during a pandemic. All facets of the systems must be kept up and running during the emergency. Criminal activity to facilities often increases when schools are unoccupied.

I believe that a major access control measure for the future is the deployment of Unified Security Systems by school districts. Unified Security and Life Safety Systems take safety and

security components such as policies and procedures, people (roles and training), architectural, communication, access control, video surveillance and detection and alarms to deliver enhanced interoperability and ease of use. Unified Security and Life Safety Systems can overcome concerns with the integration of technology such as differences in functionality between different systems within the connected environment in which they reside in. A good Unified Security and Life Safety System will provide consistent functionality for all of the security components. A properly implemented Unified Security and Life Safety System will help with integrations of new components and allow a district to continue to evolve and expand and deal with many situations to include COVID-19.

Jonathan Jones – The need for touchless access points is driving a major shift to touchless readers and credentials. Readers that require a wave of the hand to open a door and credentials located on a personal phone. Both options have become more and more



affordable and user friendly in the last few years. The current environment seems to finally be pushing these applications to the market at a much faster pace. From a mechanical door hardware perspective, it is all about copper-based materials and antimicrobial coatings that help minimize the transfer of germs.

Lasky – Because of the already tight budget situations almost every K-12 school districts find themselves, how can vendors and integrators work with end-user clients to create a strategic access control roadmap that integrates with other solutions, is proactive in its approach and can provide a cost-effective solution?

Grace – I believe the budgets are even going to get tighter. When we look at the financial impact on our great country that has arisen with COVID 19 I am very worried. Typically, school districts often spend about one percent of



Guy Grace currently serves as the Director of Security and Emergency Planning for Littleton Public Schools.

their total operating budget on physical security and typically include manpower. Schools now will have to mitigate for COVID-19, and it is not going to be simple or inexpensive. The funding that was going to be utilized for other security measures likely may be diverted. However, school communities are going to have to realize that the other hazards that schools deal with every day that we put in place components to deal with are still going to be there when the buildings are occupied.

It is my belief that security staff like myself should always work closely with our integrators and manufacturers. A properly implemented Unified Security and Life Safety System is something that is developed through strong partnerships between the district, integrators and the manufacturers. These

partnerships certainly have helped me to deal with the challenges of finances and funding over the years.

Jones – As schools shift their budgets to products that keep their buildings clean, I think it is a matter of educating the districts on the options and cost-effective ways security can help accomplish this. A few of the current cost-effective trends we are seeing are foot pulls on restrooms, touchless readers where auto operators are used, copper adhesives on everything from exit devices to levers, and Healthy Hardware from companies like Trimco.

Lasky – From a practical standpoint, how do you see security playing a major role this fall as schools bring back staff and students, realizing that things like social-distancing, possible temperature-sensor applications, and more network infrastructure capacity figure to transform the traditional school experience from an open to a more closed environment?

Grace – As for my experience security and emergency preparedness has a major role now and for the upcoming school years. When I read the question one of the most important measures a good security program can do is NOT make the school look like a fortress or a place that promotes fear by its measures that are designed to mitigate threats. It is so important for schools right now to be working with other stakeholders. These stakeholders have designated school personnel with decision-making authority (with the collaboration of registered school nurses) should work with the local health department to coordinate steps for the upcoming school year. However, when we put in measures the end goal is always safety. The best safety is when it is holistically applied. Does it empower the students to learn, the teachers to teach, and the community who has their love ones in the school to function the best that it can.

Jones – The openings in a school are one of the highest touchpoints in the building from the entry doors, to the classroom, to the gym, or cafeteria. Limiting the transfer of germs in these openings will be critical in the coming school year. Foot pulls, arm



Jonathan Jones is the President of JL Jones Group, a manufacturer's representative agency.

pulls, touchless readers, Bluetooth credentials, antimicrobial hardware, and copper-based products the security industry offers all help to limit the transfer of germs. These products have all been on the market for many years and you've seen the predominately used in the healthcare industry. Now with the current environment, we are in you're seeing them move into the education vertical.

Lasky – As we move into the future, what course do you see access control technology taking as clients migrate to contact-less and more mobile technology applications?

Grace – I believe the Unified Security and Life Safety Systems are the future of K-12 security. These systems can overcome concerns with the integration of technology such as differences in functionality between different systems within the connected environment in which they reside in. A good Unified Security and Life Safety System will provide consistent functionality for all of the security components. A properly implemented Unified Security and Life Safety System will help with integrations of new components and allow a district to continue to evolve and expand.

Jones – Access control has always played a large part in our education vertical by keeping students and faculty safe and secure. Now, with the market moving towards cleanliness and the security industry being at the cusp of that wave I think the industry will be looked to provide even more support than we previously did. The manufacturers who can innovate at high levels to bring touchless focused products to market at the fastest pace will ultimately dictate which way the technology goes and lead us to a cleaner future. ■

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The Role of Biometrics in a Post COVID-19 World

Experts say touchless modalities will likely grow while fingerprint, other touch-based solutions will see their use decline

By Joel Griffin

As lockdowns across the nation begin to lift and people start to return to some semblance of their routine daily lives in the wake of the coronavirus pandemic, nearly everyone agrees that the so-called “new normal” will look much different for businesses of all shapes and sizes. Security technology will also undoubtedly figure prominently among the solutions leveraged by organizations as they look to mitigate the spread of COVID-19.



Biometrics like facial recognition are integrating themselves into the fabric of a new approach to post-COVID-19 access control.

Courtesy of iStock / Getty Images Plus -- guvendemir

While thermal imaging and contact tracing technologies have garnered much of the attention in the early days of what has been a gradual reopening of the economy in some states, these solutions are but one part of what portends to be a fundamental shift in how companies think about and use security systems. Access control, which has always been the first and foremost consideration in any security environment, is also going to be significantly impacted by the lasting effects of the

pandemic. This includes biometric entry devices, the adoption of which could be simultaneously helped and harmed over coronavirus concerns.

"There is a realization that things may not return to what they used to be and we may be in for designing and defining a new norm," says Shiraz Kapadia, CEO and President of Invixium, a maker of multi-modal biometric access control solutions.

However, according to Kapadia, the original drivers behind the adoption of biometrics, which was to replace traditional access control methodologies in favor of something (faces, fingerprints, etc.) that cannot be forgotten or stolen remain the same and will continue to advance their use in a wide variety of industries. "That aspect of biometrics is not going to change and, if anything, may even fast track adoption," he says.

Even before the pandemic, Mohamed Murad, Vice President of Global Sales and Business Development at Iris ID, a provider of iris recognition solutions, says that much of the market was already clamoring for contactless biometrics and that this will only serve to further increase that demand.

"We feel very strongly that under the circumstances now and previously, in the majority of cases, customers do want something that is non-contact, accurate and frictionless," Murad says, adding the contactless biometrics are going to play a crucial role in future access control applications.

John Calzaretta, President and Chief Revenue Officer of Sentry Enterprises, maker of the SentryCard which integrates fingerprint verification into a smart card for both physical and logical access, believes the adoption rate of biometrics in the enterprise market – many which already have experience with or have explored biometric solutions – are going to move more quickly to adopt touchless access products in the wake of COVID-19.

"I feel like the enterprise clients we're engaged with are moving five times faster now. Where before a non-communal biometric was intriguing to them, now they feel it is a must-have," he says.

While the SentryCard wasn't initially designed with hygiene in mind,

Calzaretta says that it solves the problem of the communal biometric touchpoints in businesses as the only person who touches the biometric on the card is the user when they want to access a door or workstation.

"I don't think COVID per se impacted biometric adoption, I think it is just smarter security and was already recognized, but now post-COVID, it is how do you achieve those biometric goals without putting the health and safety of your employees at risk," he adds.

Vince Gaydarzhiev, Founder and CEO of Alcatraz, whose solution leverages a combination to facial recognition and artificial intelligence (AI) for access control, says that products that require physical touch are going to be phased out by many organizations moving forward and will likely not even be specified for most projects. "The importance of biometrics, especially those that don't require any (physical) interaction will be key in the future," he says.

Until recently, Gaydarzhiev says that the capabilities of touchless biometrics simply could not meet the requirements of many organizations but that has changed as the technology has progressed.

"The technology up until now just wasn't there. The experience was not there," he adds. "If you're talking about facial recognition or even a couple of other technologies on the biometrics side, it was either expensive or it took a while to process and you needed a lot of servers and infrastructure on the backend to support it. COVID-19 will put this more into perspective where cost is not going to be the main concern anymore, but it will be all about functionality and how to create a (safer) environment no matter the cost."

Will Fingerprint, Other Biometrics Still Have a Part to Play?

Although contactless biometrics will likely be the preferred modality for access control and other use cases in the future, Murad said that other technologies, such as fingerprint, vein pattern recognition and other solutions

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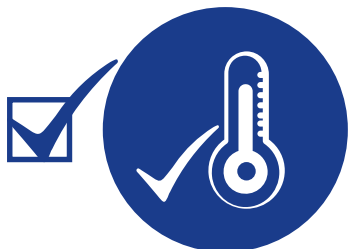
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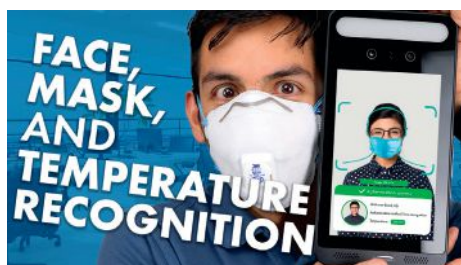


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that rely on physical contact with a reader won't go completely away, at least not immediately.

"We believe all biometrics have a role to play, but it depends on the application you're using it for," he explains. "For example, if you're providing access control to a building, moving forward you would likely consider having the least amount of contact with a particular device, so you would lean towards a contactless biometric, which is face and iris."

Many people may still be comfortable using fingerprint technologies on their phones or locks for their home, but Kapadia believes it will "take a beating" in the enterprise market.

"Post-COVID, we are definitely going to see a dramatic shift in the negative direction (for fingerprint biometrics) because people are going to be quite hesitant to touch things that other people have touched," he explains, adding that touchless biometrics, such as facial and iris recognition, will likely become much more popular. "Touchless modalities will see a dramatic spike and I can corroborate because we've seen a spike for our own touchless biometric products."

And while there may be less demand for things like fingerprint readers across parts of North America and Europe following the pandemic, these solutions will likely remain in use in certain regions due to the lower costs they provide to end-users, according to Kapadia. "I would say that the adoption or the speed at which fingerprint was getting adopted will slow down globally," he says. "Is fingerprint going to go extinct? I don't think so."

Merging Credentials with Biometrics

Despite advancements in biometrics and their growing adoption, Murad says that the requirement for credentials in organizations will remain a security staple for some time.

"We have been merging tokens, such as smart cards or prox cards, for a long time and we're starting to see an interest in mobile credentials where you can have a credential – rather than carry a physical card – on your mobile device," he adds. "The requirements

for credentials are there and will be there because organizations want to create distributed databases. If you're talking about an enterprise that has locations all over the world, there are some issues with GDPR and other (legislation) where they may not want to have the biometric data cross borders without the person's knowledge so they will create a token with the biometrics

between the two to three waves of COVID but after that companies will be looking to unify technologies and platforms," he says.

Solution Integrations

One of the biggest trends within many organizations and public facilities in the wake of COVID-19 has been the use of thermal imaging for fever detection. Many biometric firms are also now look-

"There is a realization that things may not return to what they used to be and we may be in for designing and defining a new norm."

— Shiraz Kapadia, CEO and President of Invixium.

stored on the token and they will be able to use that token when they get to the facility."

Prior to the onset of the pandemic, Calzaretta says one of the issues he heard from security integrators and end-users was that they already had a variety of biometric solutions in place, be it fingerprint, facial recognition, iris or otherwise, that were not unified in any way.

"That aside, one of the big challenges is that with the use of biometrics, they were storing their employees' biometric templates in a database or in the cloud. With GDPR in Europe and now the CCPA in California, storing employee biometrics is a no-no and comes with significant fines and compliance issues," explains Calzaretta.

Gaydarzhiev agrees that organizations will be looking to deploy more unified solutions in the future, which will undoubtedly be aided by the resulting fallout from the coronavirus outbreak.

"The post-COVID-19 era will significantly increase that traction. In the next couple of years, not only

ing at ways to integrate these cameras into their solutions to create a comprehensive offering for access control and coronavirus mitigation.

Murad says that Iris Id is exploring ways to integrate thermal cameras into their product portfolio as well as it seems unlikely that these types of requests from end-users will be going away anytime soon.

"We feel this demand is not just temporary, but an ongoing request so we are looking at what we can do to incorporate those sorts of features," he says. "They are asking for thermal cameras; they are asking for some audit trail reports... and they are also requesting integration with other solutions, such as enterprise resource management applications."

Invixium recently announced that its IXM TITAN device will now be available with a new Enhancement Kit that will equip the reader with a thermal infrared camera capable of providing fever detection of people with up to +/- 0.5°C accuracy. In addition, the company said that it will also be offering a face recognition algorithm upgrade for the reader to enable identification of individuals wearing masks and veils. ■



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The role of access control in the modern era of converged infrastructure is set to become one of the most challenging discussions in the security industry for the next decade.

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A New World of Technology Convergence Set for Access Control Industry

The new paradigm of access control is leading to a need for a clear definition of identity-driven access management **By Pierre Bourgeix**

The role of access control in the modern era of converged infrastructure is set to become one of the most challenging discussions in the security industry for the next decade. The new realities presented by the Covid-19 pandemic has further highlighted the requirement for frictionless and contactless entry. Security leadership now faces a greater burden of ensuring public health and the need to contend with the precipice of exponential changes that may result in an overhaul of their current and likely soon-to-be-extinct access control technologies and processes.

For as long as we have challenged people at an entry, we have used access control. This will always be our first line of defense from a potential threat. However, in the last 50 years, as digital technology became a part of the entry process, we have seen access control become more relevant in business operations. Many traditional methods have been challenged by emerging solutions like facial recognition, contactless biometric and mobile credentials but thus far none have emerged as the clear paradigm-shifter.

The most substantial change in access control is that it no longer applies to simply a door. Convergence of systems across every area of our world has made it both difficult and challenging to segment and secure processes from the nation-state syndicates and bad actors. The consequences of events such as 911 and breaches of large corporations like Target have only amplified the need for more stringent converged access controls. Pre-pandemic, one of the growing concerns was privacy and how best to utilize an employee's biometric information

without the burden and potential liability of storing that information in a database or server. Now organizations are faced with a must-be-addressed health-related view of access control. It would be hard to argue that existing “communal-touch” methods are no longer viable.

New Definitions of What is Access

This new paradigm within the already changing landscape of access control is leading to the need for a clear definition of identity-driven access management which is being driven by greater interconnectivity of systems in the IT, OT, PS, and IoT arena. Access control is now part of the entry into all things such as IT Information Technology, OT Operational Technology, PS Physical Security, IoT Internet of Things, and CoT Cellular of Things. This broad-brush now entails our understanding of all the domains of security since they are all interconnected and with that the birth of the new paradigm of access control management and its technology.

Access Control IT, OT, and Physical Security

- Access management has always been a rudimentary process driven by controlling people with processes to managing security and access to critical and non-critical infrastructure.
- Access granted or denied is a very one-dimensional concept since it relies primarily on a physical card, password, biometric reader, or using a two or three-part authentication process at the reader.

- Access control does not define identity it merely allows permission-based on access control management processes.
- Where does the validation of the person begin and end? And equally important, who controls the mechanism for validation?
- What are the role and implications of relying on a Bring-Your-Own-Device approach?

Access Control Information Technology

- Traditionally alphanumeric passwords
- Two-part encrypted password defined by biometric or question-based authentication
- Identity authentication methodology

Operational Technology Access Control

- Traditionally alphanumeric passwords
- Non-intelligent systems with one-dimension access control
- Open PLC programable logical controls and SCADA Supervisory control and data acquisition
- Unsecured communication systems

Physical Security Access Control

- Card-based access
 - Two-part authentication with biometric
 - Three-part with Iris, retinal scan, facial recognition or palm or finer recognition
- Credentialing as access control has generated a multitude of solutions that are striving to define the permission based on a secured defined identity.

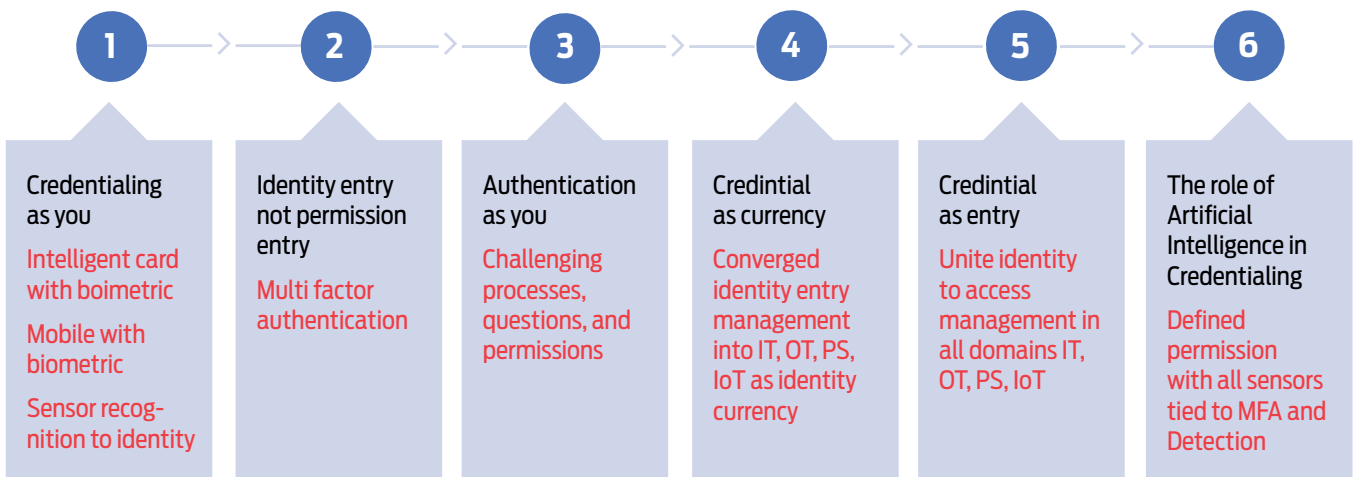
This path has led to establishing the six domains of identity recognition within the access control world:

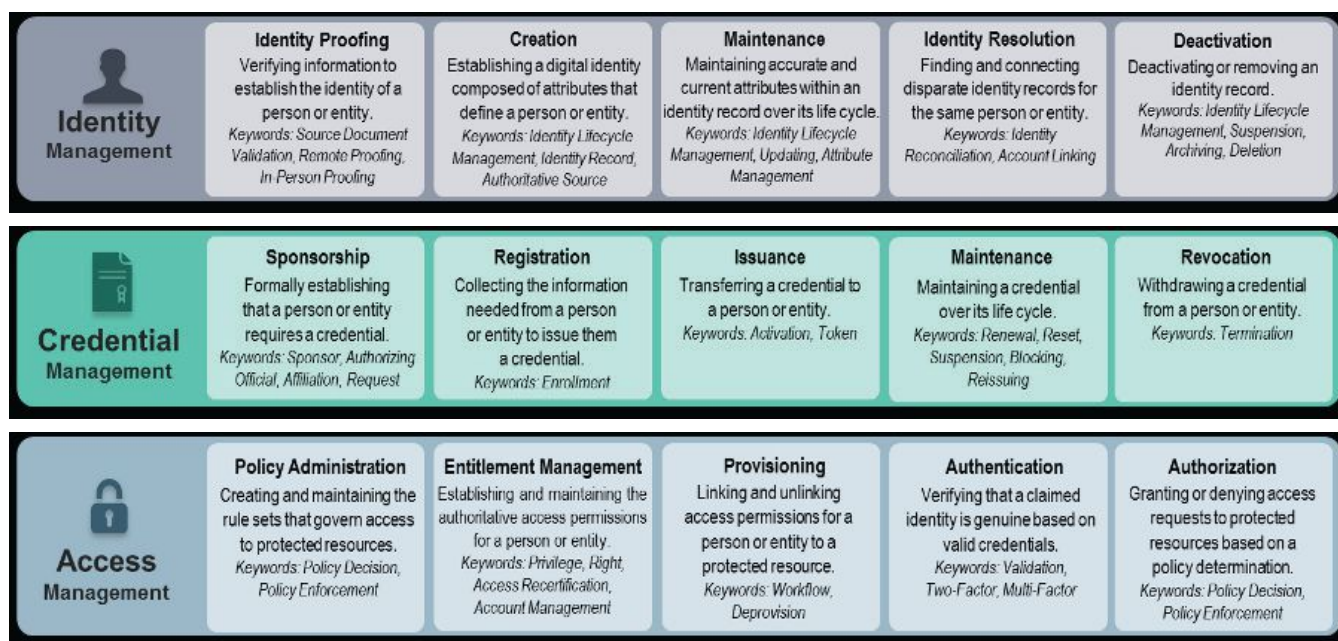
1. Facial recognition in IT, OT, PS, IoT
2. Biometric authentication using retinal, and finger, temperature, heart, body movement, breathing, voice and palm print technology
3. Intelligent cards with biometric authentication on board
4. Intelligent entry systems using behavioral and voice technology tied to sensors
5. Visitor and Access management using defined permission with multi-factor authentication tied to challenging questions and behavioral tracking systems.
6. Products that recognize you AI, deep learning and machine learning and intelligent chip embedded biological chips, and sensor technology

New Norms for Access Control

The process of access control is changing and with that it is critical to understand that we must now establish a new norm which incorporates the aspects of identity recognition and acceptance as part of the overall promise of entry. We no longer can define access control as part of a siloed process, but rather a part of a new organic and multi-dimensional converged eco-system. These are the six steps that are tied to the 6 domains of identity recognition.

It is very clear that the process of identity-driven access control is moving to the edge and with this is the use of technology to make that happen. The inevitability of the use of a biometric





or mobile credential (ideally with the biometric enrollment managed by the enterprise and not the end-user) tied to a sensor that is connected to a door strike that communicates over cellular may be closer than you think.

Security requirements aside, a key factor in this transition will be the optimization of previously expended capital; avoiding the need to “rip and replace” infrastructure. Adding a camera in the mix and either Lidar or Optex you have the potential to define piggybacking and tailgating at every door. This process lends credence to the discussions surrounding the use of cloud access/identity at the edge. There is a growing sentiment by large organizations that with intelligent identity access processes they may be able to connect all the business domains, therefore, create a new operational identity to entry model which doesn’t need the burden of infrastructure -- especially if they tie it to secured cellular solutions and bypass the LAN environment segmenting the entire operational environment including access and identity from the IT data transaction world.

With the movement to identity-driven access control, we need clear policies and procedures as well as governance to ensure there are protections to the individual and the entity. The guidance established by HIPAA (Health Insurance Portability and Accountability Act),

GDPR (General Data Protection Regulation), The California Privacy Act are a few of many ways that we must incorporate protections as we move into this world of Access, Identity, to Entry.

Now that we have understood that everything is changing, we must now define and understand how to manage this interconnected world driven by identity. The DHS created a process that will help our world stay on the rails and hopefully not get derailed using technology. The goal simply put was to define a process of determining entry in the Federal and now in the public domain. The goal is the understanding and the importance of multi-factor identity authorization in the process of access management.

- Identity Management,
- Credential Management
- Access Management
- Governance
- Federation

https://www.dhs.gov/sites/default/files/publications/896_ICAM_Acquisition-Guidance_060818-508.pdf

The future of Access control and Identity management in the world of IT, OT, PS, IoT

- IoT and IIoT identity-based access control
- OT Identity based access control
- PS Identity based frictionless access control

- IT Identity-based agent and access control
- COT (Cellular of Things) Secured communication tied to Identity and access control

The Future of Identity Tied to Access control

- Unified identity: The convergence of identity and building the unification of privacy.
- Access, Identity, to Entry in the converged technological world.
- Bridging data protection with identity management in the world of IoT
- The path forward: Aligning assessment, testing, and Integration with identity
- Identity per industry: leveraging the rule of compliance and regulation to harness entry thru identity

Inevitably, however, once we establish a conclusively defined identity tied to entry the rule of privacy must become imperative. The holder of the identity inevitably must be the individual, not the entity. The use of a defined biometric algorithm tied to the individual locked by a process using open consent is the holy grail of access control in the modern era.

Our world is faced with a burden of guilt in obfuscating our rights for the “global interconnected world”. We as humans must control our right to be free of manipulation and misuse of our

identity. Our world is quickly approaching awareness with the recent conversation of tying health to an identity card tends to drift into the realm of big brother, and with China in full surveillance mode, we are seeing the progenitor of what George Orwell called Oceania, the totalitarian state wherein the ruling party wields total power "for its own sake" over the inhabitants.

So, can we have identity and still retain privacy? I believe we can but it is going to take the use of Identity governance within the overall process of access management. The use of technology such as a thermal camera to determine the temperature in response to the need to control entry in the post-COVID-19 pandemic world is another area to be defined. The workplace may be in a paradigm shift of its own due to the justifiable fears of contracting Covid-19 as we see identity-driven access control becoming more important than ever.

However, with this there must be protections put in place to ensure the employee rights are secure defined. As

we come to the realization that access control is no longer a one-dimensional issue and that all things are connected, then we also must define a new expectation that identity is the underlying key to the new equation and with that will grow the need to take a firm but equal stance in how that is interwoven with our interconnected world.

Protecting Identity Rights

As we move to protecting identity as part of the access, we must realize that there will be challenges. One of the greatest challenges is identity theft and the world of fraud and misappropriation.

The unification of Access, Identity, to Entry in the IT, OT, PS, and IoT world is a reality and with the use of biometrics across many industries such as banking, transportation, retail and critical infrastructure, we are relying on systems to work as well as be secure. While nothing is 100% foolproof, I have always stated that the 80-20% rule applies. As we strive to become more secure using identity, we also have to understand that the layers



About the author:

Pierre Bourgeix is the CTO and founder of ESI Convergent, a management consulting firm focused on helping companies assess and define the use

of people, processes, and technology within the physical and cybersecurity arena. ESI Convergent was formed to not only help end-users but also manufacturers in defining the proper strategy to drive products successfully into the marketplace. As a thought leader in the Security Industry Pierre Bourgeix has helped companies successfully launch and position products and solutions globally. ESI Convergent can produce market analysis, product briefs, product specifications, Physical and cyber assessments, and advisory practice surrounding cyber and physical security convergence in the security and risk management arena.

of protection will inevitably fall short and it is our choice to accept a world that is totally imperfect by the use of one-dimensional access management or know that the 80% will afford us a chance to protect ourselves our property and our future. ■

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A variety of widely adopted access control and other trusted identity technologies will play a key role in facilitating these measures and best practices for safe re-openings.

Courtesy of BigStock.com

How to Use Trusted Identity Technologies to Safely Re-Open Workplaces

Proactive measures and best practices will help normalize organizational operations during the global pandemic **By Mark Robinton**

As communities and economies re-open, concerns around COVID-19 and other infectious diseases will be changing practically every way that people live, work, and conduct regular business for some time. There are many proactive measures and industry best practices that organizations should adopt to create and maintain a safe and secure workplace while ensuring business continuity.

A variety of widely adopted access control and other trusted identity technologies will play a key role in facilitating these measures and best practices for safe re-openings. These include location services solutions proven in workplace optimization applications and physical identity access and visitor management software, among others.

Physical Distancing and Contact Tracing

One of the biggest challenges is implementing contact tracing and physical distancing procedures as well as improving hygiene to ensure a safe workplace.

Real-time location services technology is playing a key role here, automating how organizations monitor people's proximity to others and measure localized density in real-time. It is also

dramatically simplifying contract tracing by enabling detailed and automated record-keeping of where an employee has been in a building, with whom they have interacted, and if they have been complying with disinfecting requirements.

Organizations will first need a physical-distancing plan. This includes thinking about how to re-work the office layout for the distance between workplace positions, and how to enforce these new arrangements in the office and as employees move about. How are the restrictions and

Organizations need to audit contact tracing against the entrance and exit logs as part of compliance requirements.

guidelines related to employee's access to the workplace going to change as a result of social distancing? Also, if an organization wants to maintain 50 percent office density, for instance, how is this tracked against the metric?

Today's physical identity and access management systems can be integrated with a facility's physical access control system to make this happen. Inside the building, real-time location services technologies are being employed that use Bluetooth LE beacons to monitor people's proximity to others or to measure localized density in real-time. This technology simplifies contract tracing by enabling detailed and automated record-keeping of where an employee has been in a building and with whom they interacted. The same technology can be used to ensure compliance around the usage of hand sanitation stations, for example.

Organizations need to audit contact tracing against the entrance and exit logs as part of compliance requirements. This can be handled anonymously, or by enabling the identification of the contacts that the person has been near. Organizations can also categorize their suppliers based on how they operate: i.e., some may be denied entrance if they continue to send employees to tradeshow, regardless of whether the staff in question had been to a tradeshow or not. It may be that organization will bar access to outside contractors or employees not because of their individual behavior, but because of the blanket policies of the organization they represent. Non-compliance has been associated with fines, but now it could play a role in inter-organization access. An organization being

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out of compliance with the right policies could limit where, what and how much other organizations will allow staff access.

Safely Re-entering Buildings

Once a physical distancing and contract tracing solution has been determined, the first step in safely returning to buildings is to ensure that they are physically in shape to re-open after weeks or months of being unoccupied. Building readiness must be addressed completely before considering welcoming anyone inside. Also, who is coming back in and when? There will likely be a phased return to work.

After these decisions are made, the next step is to consider what, if any, additional screenings may be required for staff and contractors. These screenings might be related to travel history, temperature checking, whether they have shown any infection symptoms and other information. Depending on their answers, visits or interactions at points like delivery bays may be refused. Or, an individual might be required to go through additional checks. Many organizations have made temperature checking mandatory, often multiple times a day. The use of trusted identity technology can play an important role in further automating this vetting process and providing the necessary links back to building systems.

Guests will also need to be considered. Today's visitor management systems give organizations a single source of real-time and historical insights into who is, or was, recently in the workplace. Since first impressions are made at the front desk or lobby, the visitor experience needs to be a positive one. At the same time, though, any emergency event requires that there be strict control over who is entering the workplace. This policy also needs to be clearly communicated to visitors. Doing this minimizes risk to visitors as well as the workforce.

In addition to delivering a high-quality visitor experience, the ideal visitor management system must enable

organizations to meet regulatory compliance mandates and facilitate check-in at a self-service kiosk to minimize wait times. It should be capable of customizing the visitor experience to support specific security needs, such as accelerating and simplifying check-in or requiring additional security pre-checks. It also must automate compliance as it relates to visitor access rules with historical visit reports.

Organizations can strengthen security at the registration kiosk using a flexible, enterprise-grade visitor management system to add visitor sign-in steps. This has proven successful in the past when used to control the

Many organizations have made temperature checking mandatory, often multiple times a day.

spread of infectious disease during an outbreak. They provide two particularly important capabilities that can be used by organizations to protect their workplace from the uncontrolled spread of an infectious disease: 1) enhance visitor registration policy with additional mandatory questions to help identify any visitors who may need other screenings, and 2) extend the visitor registration kiosk with a mandatory pop-up asking further questions during visitor check-in. A typical workflow for implementing additional check-in questions is here.

Also important for controlling the spread of infection throughout a facility is the ability to understand who has visited the workplace – and when. This requires the ability to automatically maintain an auditable trail of activity, which can be done using an enterprise-grade visitor management system that makes it easy to retrieve historical visit reports. This provides a timeline of who was in the workplace, and when they were there. The latest solutions include a single dashboard that provides useful visitor insights,

and historical reports with visitor details including location and contact information, all in compliance with General Data Protection Regulation (GDPR) and other privacy regulations.

Another valuable option is the use of contactless technologies to further enforce social distancing and mitigate risk factors for infection transmission including such common surfaces as faucets, doorknobs and coffee pot handles. There also has been a growing demand for technologies that deliver contactless user experiences to securely access the workplace. These include automatic doors, contactless cards and mobile-based access, as well as automated turnstiles.

Another example is “touch-free” processes such as emergency onboarding of employees through secure issuance and administration of staff badges and access control credentials. Solutions are available that combine cloud-based ID card printing with cloud-based identity management to minimize the impact on overwhelmed credential issuance departments and drive a more secure work environment.

As communities and economies begin to re-open, taking steps to address all of these issues will make it easier for organizations to control access and implement the levels of physical distancing that will be required to meet the challenges of safely operating under the threat of COVID-19. The complexity and number of challenges will vary depending on location but, in the mid to long term and on a more global level, there are proactive measures and best practices that will help an organization's staff, contractors and visitors safely return to the workplace. ■



About the author:

Mark Robinton

is Vice President of IoT Services at HID Global, where his group

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New opportunities for today's locksmiths are driven by advanced door and access control technologies.

Courtesy of Getty Images -- PeopleImages

New Technologies Drive Evolving Lock Market

As the market for digital security products and services grow traditional locksmith services face new options **By John Moa**

Mechanical locks and keys have remained remarkably unchanged for thousands of years [1]. The earliest known locking devices, from Mesopotamia and Egypt, employed a series of wooden pins not so different from standard pin tumbler locks. While this ancient design continues to play a ubiquitous role in physical security, successful security providers have long expanded their offerings beyond simple door hardware. As lock construction evolved, early locksmiths became talented metal workers,

plying a trade that was often not confined to locks and keys. Similarly, today's locksmith industry encompasses a wide range of security services, from residential and commercial security system installation, repair, monitoring, and surveillance, to key cutting, resale, and more. Although the demand for locksmithing services continues—indeed, society continues to build more and more structures that must be secured—the latest technology has essentially rendered many traditional services obsolete. In other words, while the market for security

products and services is growing, the need for traditional locksmith services is in decline.

Locksmith Market Faces Crossroad

Innovative technologies, specifically a tech-savvy customer base, are a driving force behind the shrinking locksmith market. Inexpensive and convenient “Do it Yourself” security solutions are widely available, both online and at big-box retailers, providing commercial and residential customers with easy access to off-the-shelf products. Gone are the

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days when installing a decent security system at home required an advanced technical degree. The average consumer now needs little more than a free afternoon to achieve comprehensive home surveillance, complete with remote monitoring and electronic access control on their entryways. In the rare case where a commercially available system isn't designed with the plug-and-play simplicity we've all grown to expect, the internet is sure to save the day with a seemingly endless supply of instructional videos and DIY tips. Even services that once fell exclusively within the purview of the local locksmith—key cutting, rekeying, programming vehicle fobs—have been automated or outsourced, whether to an online provider or a kiosk in the mall.

Perhaps most critical, this market evolution is placing growing pressure on a locksmith community that's likely to see a dramatic decline in membership through the coming decade. It's certainly no secret that locksmithing hasn't attracted near the same interest from Millennials and Gen Z as it did with Boomers and Gen Xers; as the lion's share of the locksmith community nears retirement, they might find it difficult to pass the torch.

All of which begs the question, how does a locksmith stay afloat in a rapidly shifting industry with a dwindling need for conventional services?

The silver lining to this evolution in the consumer security market is that interest in home security is at an all-time high[2]. Moreover, the proliferation of off-the-shelf products means that home security systems are now accessible to everyone. These mass-market security products have fortunately played an important role in educating customers that may have previously assumed that a robust security system was too complex or expensive. In turn, the education of the residential market has inspired small businesses that once believed installing a security system meant also hiring an IT department. Ultimately, the waning interest in traditional locksmith services has given way to a rapidly growing market for *all things security*. On paper, this is encouraging news for locksmiths and security professionals; we have

an ever-expanding market, educated, attentive customers, and a glut of innovative security products. Frankly, the challenge for most firms has simply been embracing the change.

Evolution Spurs Revolution

Thinking back to the first locking devices, some 6,000 years ago, it's hard to imagine mechanical locks and keys truly going the way of the dinosaurs. And while the basic lock and key are likely to remain a constant in the indus-

try to generate recurring revenue through services and support. And honestly, they've invested time in customer engagement, building relationships, and differentiating themselves from arm's length retailers. To this end, locksmiths must identify real-world problems, find appropriate, affordable solutions, and assemble a team willing to embrace the future of the security industry.

It's a given that big box and online retailers will continue capturing sales for plug-and-play surveillance and access

Innovative technologies, specifically a tech-savvy customer base, are a driving force behind the shrinking locksmith market.

try, so too will these more advanced security innovations. Smart locks, keyless security systems, Wi-Fi cameras, IoT peripherals, and other electronic devices ultimately give customers what they crave most: control. Or, at the very least, the illusion of control. One of the most enduring byproducts of our connected world is the average consumer's desire to micromanage every aspect of their lives, often from the palm of their hand. It's evident in the way Uber and Lyft revolutionized the transportation industry, or online booking disrupted travel agencies at the turn of the millennium. Even insurance companies now have smartphone applications that let you monitor and fine-tune your policy, if your heart so desires. For better or worse, today's security offerings are no different.

Residential users now expect administrative-level control and visibility over their doors and cameras, all from the comfort of their couch. Admittedly, it's a dramatic shift from the years when only businesses and the wealthiest of residences would invest this level of attention in their security. The locksmiths that have thrived in this market are following examples from other industries disrupted by the smartphone era; they have embraced innovative solutions while identifying opportunities

control products. However, many of these outlets are lacking in the type of post-sale customer engagement that can drive repeat purchases and build *lasting* recurring revenue streams. By engaging with existing security product users, locksmiths can optimize upsells with end-users that are already educated and readily understand the value add for complimentary services and support.

An Educated Client is the Best Customer

If nothing else, present-day shoppers are certainly more informed than previous generations. The typical end-user, armed with a smartphone and an endless supply of product review sites, may invest hours of research prior to purchasing. The importance of maintaining an online presence that's visible during this research phase can not be overstated. Beyond that, a locksmith's overall approach to security should feel comfortably familiar. First and foremost, locksmiths must be committed to listening.

Tune in to your local or online community to discover what customers are looking for. Repeated concerns indicate an opportunity to adopt technology to meet customer demand. Key control, rekeying, internal theft, community



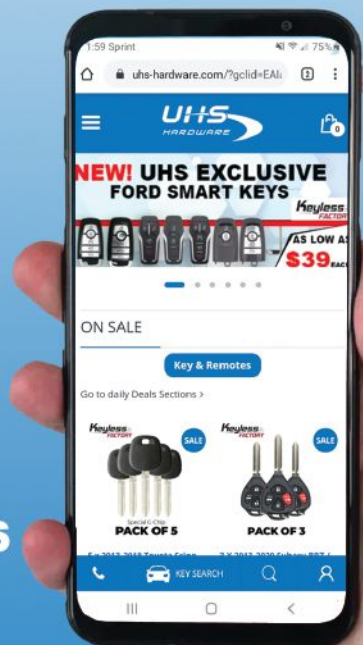
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safety, and a variety of other anxieties are often voiced by individuals and businesses seeking assistance from a locksmith. Auditing security needs is a necessary protocol in growing business and ensuring future sustainability. It is essential for locksmiths to seek out solutions that solve the real-world problems customers are facing every day. If the solution isn't readily available, that doesn't mean it doesn't exist. Find it! If you aren't researching, I can assure you that your customer is; and they will

that is simple, both in installation and operation. Manufacturers have certainly taken note. New technologies, whether for residential or commercial access control, are designed, above all, for ease-of-use. More often than not, this means keyless systems, employing cellular devices connected via Bluetooth or Wi-Fi. There's no denying that these technologies have contributed to the shrinking need for traditional locksmith services. However, these new solutions not only satisfy overwhelming consum-

customer relationships and pursuing new opportunities. For instance, many security products are still brought to the market through specific channels. For locksmiths that lack an in-house technical team, it can be both cost and time prohibitive to adopt an innovative new product for customers.

When accounting for the necessary technical training, potential competition, and investment in demonstration products (typically requiring both hardware and software), the barriers to entry are high. And yet, customers will inevitably turn elsewhere for the right solution. In this case, forming a partnership with an established technology provider can help alleviate the growing pains associated with adopting a new product line, enabling the locksmith to capture business that would have otherwise fallen by the wayside. With properly aligned business objectives, a partnership should be mutually beneficial. Offloading resource-intensive support to a dedicated vendor allows for expanding customer reach while maintaining a manageable workload. Depending on the go-to-market channel for the product offering, the right partnership can also provide leverage in protecting deals and help maintain a loyal customer following within a targeted area.

If you are struggling to generate recurring revenue or need to identify new opportunities in your target market, consider partnering with a technology provider that supports you and your customers. ■

[1] Archaeologists have uncovered locking devices dating to 4,000B.C., in what was the ancient kingdom of Assyria, now modern-day Iraq.

[2] "Looking forward, the market value is projected to reach US\$14.1 Billion by 2024, registering a CAGR of 19.7% during 2019-2024" (<https://www.businesswire.com/news/home/20190709005374/en/North-America-Home-Security-System-Market-Expected>)

The locksmiths that have thrived in this market are following examples from other industries disrupted by the smartphone era

happily take their business to a provider that has already identified a viable technology. The astute locksmith will find the solutions first, promote the benefits second, and let the inevitable consumer research bring clients through the door.

When looking to adopt new solutions, it is important for locksmiths to carefully consider their target market. There's a vast selection of products, each designed to meet the specific needs of everyone from residential customers to large commercial facilities. It's here that locksmiths can truly differentiate themselves from the big box retailers and online warehouses. By meticulously evaluating the needs and abilities of your clients, you can tailor a custom solution that addresses their security requirements without disrupting their daily operations. Success at this phase builds client trust, and trust is fundamental in securing the repeat purchases and recurring revenue commitments that support a sustainable business.

Find the RMR and the Right Partner

By and large, the security market hasn't escaped the plug-and-play mentality of computer peripherals. Most customers are seeking a security solution

er demand, but they also provide lucrative opportunities to generate recurring revenue through subscription-based services and features.

What's more, these connected technologies often keep clients tethered close enough to foster post-sale engagement and build lasting relationships. As the market has been inundated with retailers and wholesalers competing solely on price, long-term customer relationships are critical in driving repeat purchases and optimizing upsells and complimentary services. For many traditional locksmiths, installation, and management of the latest innovative technology involve at least one technical capability that is beyond their comfort zone. In this case, it is imperative that locksmiths invest the resources to either improve their technical aptitude or consider a partnership that provides the necessary technical support.

Independent-minded locksmiths may understandably have reservations about partnering with another security provider. Under the right circumstances, however, it can provide tremendous value to both parties. Such an arrangement gives the locksmith the freedom to focus on revenue generation, namely, cultivating

About the author:



John Moa is the Director of Sales at CyberLock Inc. which is located in Corvallis, OR. CyberLock Inc. is the global leader in smart-key, electronic-lock access control solutions. Learn more at www.cyberlock.com

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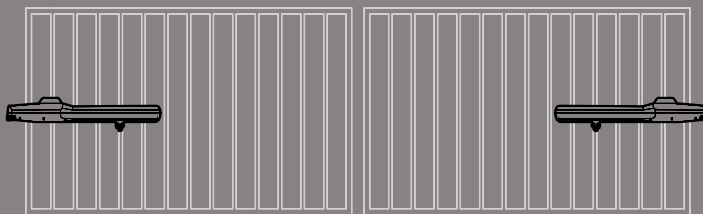
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